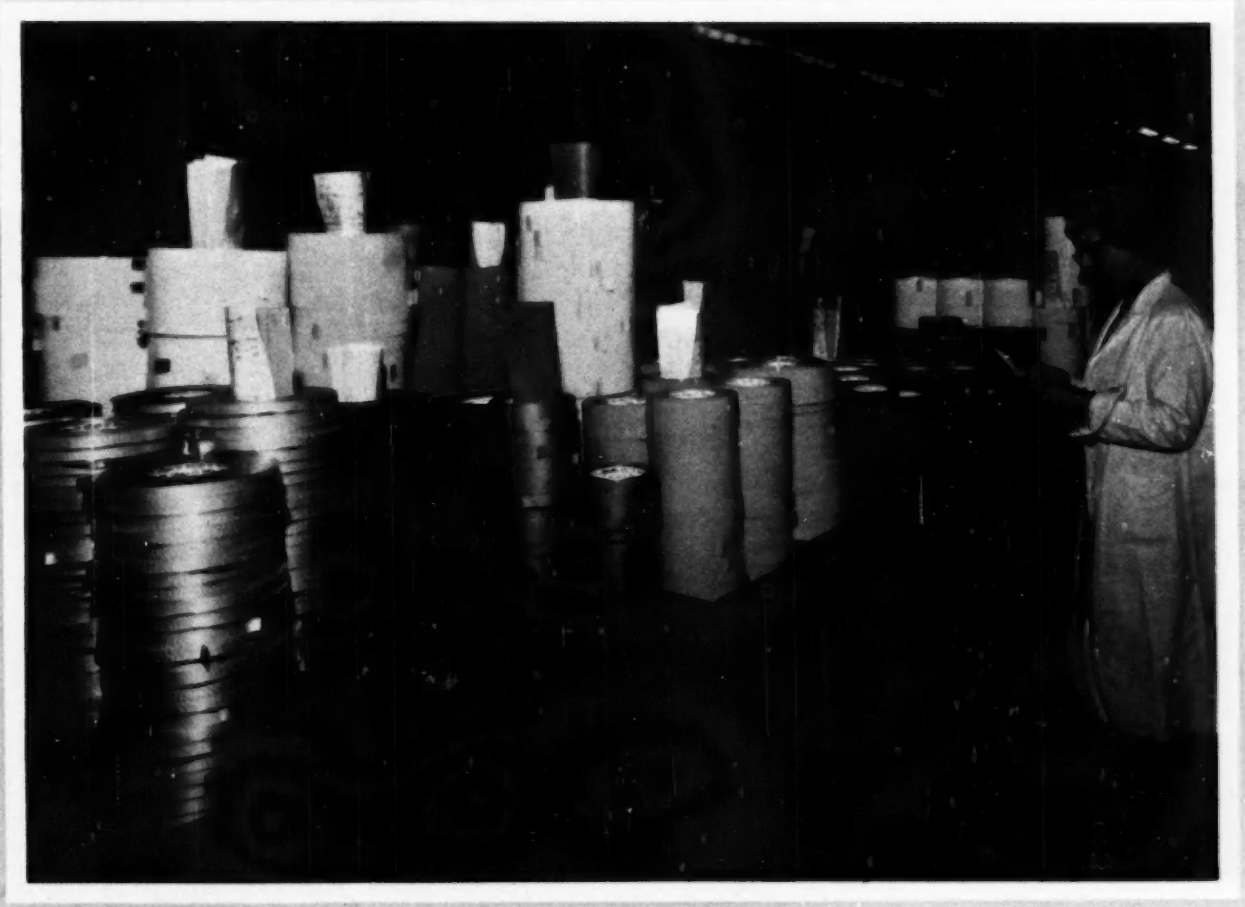
Board of Trade Journal

Volume 184, No. 3454

31 May 1963



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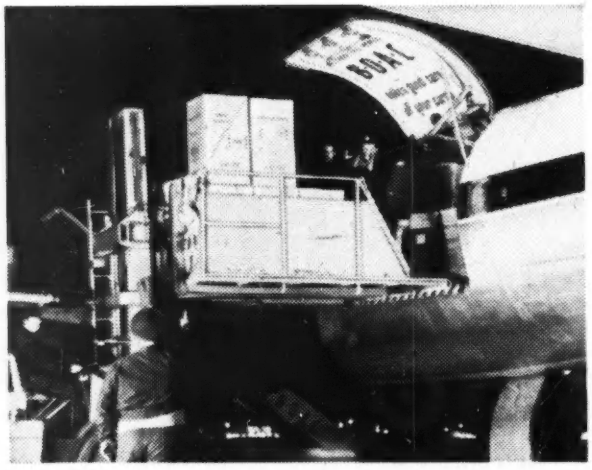

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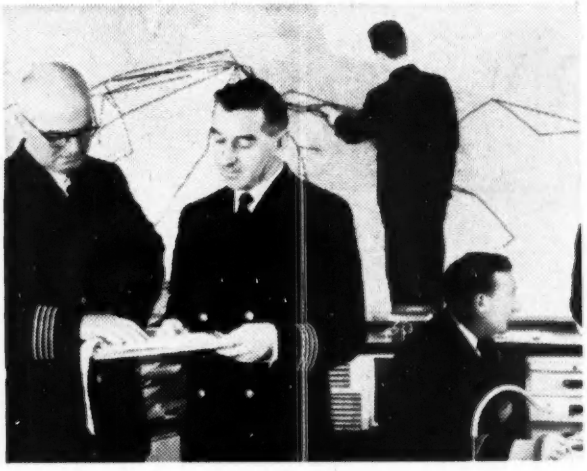

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Board of Trade Journal

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The Magnet for Capital Investment is the Australian State of New South Wales

This article has been contributed by The Hon. Robert J. Heffron, M.L.A., Premier of New South Wales, who is currently making a world tour designed to increase the inflow of capital investment to Australia and stimulate trade between that country and the nations of the Western World. Mr. Heffron was Minister for National Emergency Services in Wartime from 1941 to 1944, and he became Minister for Education in the latter year. He retained that portfolio during a record period until May 31, 1960 and was also Deputy Premier from 1947 until October 1959 when he became Premier. He has retained that post since.

IN BRITAIN, as in many other Western countries, there has been an increasing awareness in recent years of the outstanding potential for capital investment available to the overseas industrialist in Australia generally, and in New South Wales in particular. If the limits of space permitted a complete analysis to be made of the developed and the great unused natural resources of New South Wales – and those of Australia as a whole – I feel there would be a very full appreciation of the fact that the investment opportunities existing 'down under' are virtually limitless.

Since the first settlement in 1788, New South Wales has remained the hub of the Australian economy. Today the State contains 40 per cent of the Australian population, and is dominant in the field of heavy industry, supplying 96 per cent of the nation's steel production. The State also contains 79 per cent of Australia's unlimited black coal stocks and 44 per cent of the factory output in the Commonwealth is produced there.

New South Wales also enjoys leadership among the Australian States in rural production, producing some 35 per cent of the total value of national production in the primary industries. The figures are impressive in that New South Wales supplies 43 per cent of the nation's wool, 21 per cent of its butter, 46 per cent of the nation's sheep flocks and 23 per cent of its cattle.

The view has been expressed in well-accredited circles that measured on the rate of industrial progress in the past 20 years in New South Wales it is only a matter of time when its great manufacturing centres will rival the Ruhrs and Detroits of the Western World.

That statement may be received with a degree of scepticism in certain overseas countries but I can assure you that it is based on solid statistical facts. In the 10-year period from 1951 to 1961 the value of factory production in the State increased from £A366m. to £A916m., while the steel industry, the largest single enterprise in the country, passed through an era of prodigious developement.

With a work force of slightly more than 43,000 employees the Broken Hill Pty. Co. Ltd., last year produced 4,001,837 long tons of steel ingot, compared with 1,476,101 tons in 1952. Expenditure of a capital nature by this company is being incurred at the rate of £A51m. a year. In many diverse fields of industrial activity the same buoyant trend obtains.

This is at best a most superficial glimpse of the overall picture, but I trust it will serve to convey some impression of the unrivalled opportunities awaiting the overseas industrialist in New South Wales.

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(*Continued on page* 1223)

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Front Cover Photograph

Mr. Alan Green, Minister of State, Board of Trade, opened the new headquarters of Sellotape Products Ltd., at Edgware, on May 27. The opening coincides with the 25th anniversary of the introduction of Sellotape self adhesive tapes to the British market. The firm is a fully-owned subsidiary of E. S. & A. Robinson (Holdings) Ltd. The photograph shows part of the large segregation area in the works devoted to the manufacture of their 'Sellotape' range (over 80 types) of industrial and domestic self-adhesive tapes at Boreham Wood, Herts. Here the tapes are checked and classified before passing to the packing rooms. The firm claims the largest production of adhesive tapes outside the United States. Over 30 per cent of output is exported to 100 countries.

PROGRESS IN AUSTRALIA

Legal and General Assurance Society Limited—in which is merged the Gresham Fire and Accident Insurance Society Limited—has long been established in Australia for fire, accident and marine insurance and a few years ago entered the life assurance field in this enterprising country.

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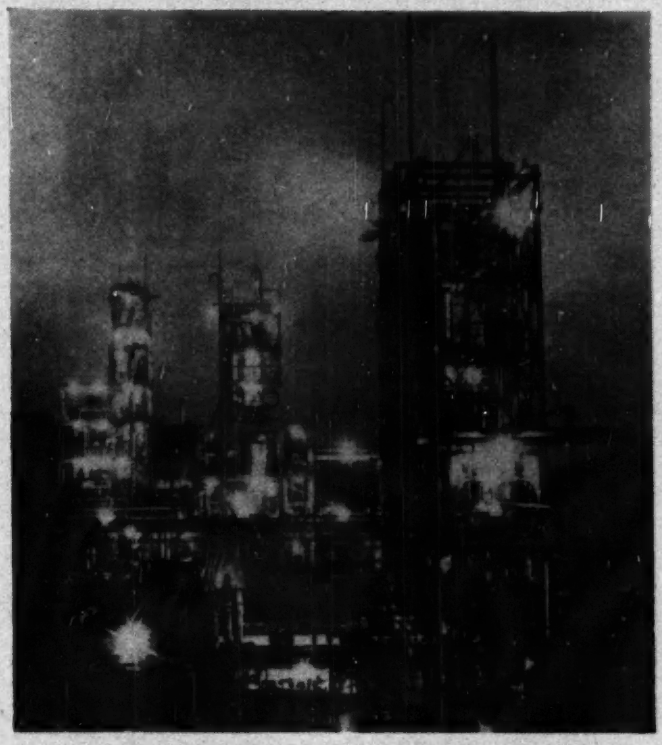
Investment in N.S.W. (*Continued*)



C.S.R. Chemicals Pty. Limited, Rhodes, Sydney, N.S.W., where cellulose acetate is one of the major products.

efficient industries; a rich home market and the Pacific markets at his doorstep.

British industries established in New South Wales are enjoying their full share of the general prosperity, and this has enabled them to expand their activities on an ever broadening pattern.

That New South Wales is recognized as the key centre of industrial activity on the Australian Continent is proven by an increasing flow of overseas investment capital to the State. Of a total of 569 United Kingdom firms which have set up in Australia, 277 have chosen New South Wales as the site of their operations. Similarly, there are 229 subsidiaries of United States firms established in Australia and of that number 152 are located in New South Wales. Additionally, 499 United States organizations have licensing, or royalty arrangements, with companies in New South Wales.

In the financial year 1947-48 the inflow of overseas investment capital to Australia amounted to £A38m. By 1961 it had increased to £A232·3m., and over that 14-year period the total inflow of capital investment in companies in Australia amounted to £A1,381m., of which sum the United Kingdom contributed £A806m., and the United States and Canada £A412m.

Capital investment in lesser volume was also made by some European and other countries. Most recently a somewhat dramatic change has come over the generally accepted pattern relating to the infusion of overseas investment capital with America and Canada outstripping Britain. Official figures compiled by the Commonwealth Statistician show that in 1959-60 private investment from Britain in Australian companies totalled £A105·3m. In the following year this figure rose to £A106·9m., but in 1961-62 it fell to £A55·6m.

The reserve side of the picture shows that in 1959-60 investment capital from America and Canada was £A62·2m. In 1960-61 it rose to £A86·8m., and in 1961-62 it was better than the British figure to be £A65·4m. These figures show very clearly that while private

(*Continued on page* 1225)

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Investment in N.S.W. (*Continued*)

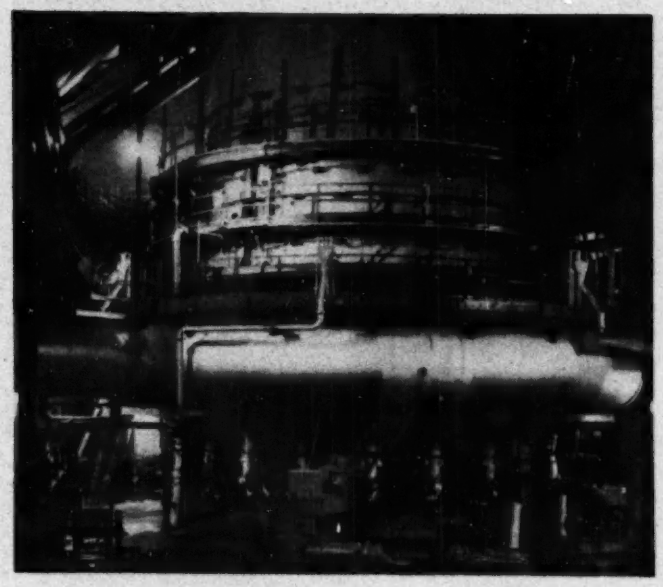
investment from Britain is falling sharply, similar investment from the United States and Canada is rising.

I consider that our respective countries should take stock of the situation that has arisen in this connection. It is a situation which, if allowed to continue, could impose some dangerous effects on the trading relationships between Australia and the United Kingdom. It is of significance that more than 40 per cent of this infusion of new capital from overseas organizations has been invested in New South Wales.

Today the position obtains where it is difficult to name any major British or American undertaking which is not substantially represented in New South Wales or the other Australian States. Sydney, the capital of New South Wales, contains a population of some 2¼ million. It is a modern city by world standards.

Always, there has been plenty of steam in the Australian economy, and New South Wales, assuming the responsibilities of seniority, is the pacemaker for the scope and range of development in the other States. The people of New South Wales enjoy the highest living standards in the Commonwealth, and the average weekly earnings of each male employee is about £A26 2s. 0d. a week. One person in every three and a half owns a motor vehicle and registrations total more than 1,254,059.

The people enjoy high purchasing power and this undoubtedly contributed to the fact that last year the output value of the State's factories was more than £A2,118m. compared with £A1,139m.



The No. 4 Blast Furnace at Australian Iron and Steel Works at Port Kembla, N.S.W. This furnace has established a new world record for a single month's production. During September last year the furnace produced 92,680 tons of iron – 556 tons more than the previous world record established earlier in the year by the Pennsylvania plant of the Bethlehem Steel Corporation.

10 years ago. Likewise savings bank deposits stand at a record level of £A668·5m. (£A1,882,277,000 in the Commonwealth) representing a deposit holding of £A168·1 per head of population in New South Wales. During the year Australia-wide deposits increased by £A217,332,000.

The Australian gross national product is running at a level which points to almost the highest rate of growth in the Western World. Between the December quarters of 1961 and 1962 the gross national product rose by eight per cent and gross domestic spending by 12 per cent.

In the same period private consumption expenditure rose by £A56m. – or 5 per cent – and private investment in fixed capital equipment rose by £A49m., or 16 per cent. In every field of activity

(*Continued on next page*)

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Investment in N.S.W. (*Continued*)

This spindle ram type horizontal milling and boring machine recently shipped to the New South Wales Government Dockyard at Newcastle, Australia, was made by W. L. Asquith Ltd., Halifax, the complete order being valued at £150,000.

the order of growth points to the unquestioned buoyancy of the Australian economy.

The wheat harvest last summer provided a record yield of 300 million bushels valued at £A200m. As a source of national income wheat ranks second only to wool.

The growth of a nation's cement industry can be accepted as a reliable yardstick to the general order of progress taking place, particularly in the building industry. Today Australian produces 2¼ million tons of cement valued at £A25m. The current output of cement is double that of 10 years ago, and the bulk of this production is used on a wide variety of construction projects in New South Wales.

The giant Snowy Mountains hydro-electric scheme, which will cost more than £A400m. to complete, is located in New South Wales. In its concept this scheme was a masterpiece of imaginative and practical planning. The scheme envisaged the diversion of the waters of the Snowy River to the Murray and Murrumbidgee Rivers for irrigating the dry lands of the west, instead of flowing away to be wasted in the sea. In four great dams there will be a total storage of 16,350,000 cubic yards of water, and 16 power stations will have a total capacity output of 2,870,000 KW. of hydro electric power.

I trust that the references I have made to this major project will serve to convey some appreciation of the fact that Australians do not make a faint-hearted approach in endeavours to surmount the various problems which must of necessity arise in a young and rapidly developing country.

In Australia we have come a long way in a comparatively brief span of time. The first merchantable wool was exported from New South Wales in 1807, and that initial shipment amounted to only 245 lb. Today Australian wool exports exceed 1,430,436,000 lb., valued at some £A400m. The same story of expansion and development has been repeated in virtually every field of primary and secondary industry.

I would like to make specific mention in this article of the market potential of New South Wales for British manufacturers and the British Trade Fair which is to be staged in Sydney during September and October 1964.

Regarding market potential I would say, with certain reservations, that trade prospects for the British manufacturer are excellent.

Investment in N.S.W. (*Continued*)

This statement is borne out by official figures which show that last year Australian imports from Britain were valued at £A265,917,000 of which total £A121,575,000 came to New South Wales.

Exports from Australia to the United Kingdom were valued at £A206,374,000, of which sum New South Wales contributed £A34,229,000. One cannot evade facts and I will endeavour to show that there has been a gradual, yet distinct, shift of Australia's export market from Britain to Asia, during the post-war years. Last year Australian imports from Japan were valued at £A49,495,000 (New South Wales £A24,545,000), while exports were, Australia £A186,905,000, and New South Wales £A70,206,000.

These figures are illuminating as they show the increasing importance of markets in South-East Asia to the Australian economy. For 30 years Australia enjoyed contractual rights of access to British markets, even when prices were not necessarily equitable. But Britain in the past has always provided a safe and certain market.

In recent years, however, the United Kingdom has been buying more than previously from other countries, and Australia has been forced to seek other markets. This search will of necessity continue. Prior to World War II Britain took more than 50 per cent of Australian exports, but in the early 1950's the figure dropped to one-third and in 1961-62 it was less than 20 per cent. Conversely, exports to South-East Asia and Far East Asia increased from 13 per cent in 1950-51 to one third in 1960-61. Exports to Japan have increased threefold in the past 11 years to 17 per cent of our total exports in 1961-62.

The future pattern of Australian trade appears to be dependent largely on the economic development of various nations in South-East Asia. That is a matter, I suggest, to which the British Board of Trade and other authorities in the United Kingdom should give very close consideration.

The warning signs are very evident that Britain must widen and

(*Continued on next page*)

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Investment in N.S.W. (*Continued*)

expand her purchasing programme in Australia if she hopes to maintain the current volume of her exports to our country. I believe it is a matter of mutual pride and satisfaction between our respective nations that Britain is Australia's largest supplier and until recently by far the biggest investor in Australian industry, and our best customer.

But I am sure that neither nation, in view of the recent trade developments and trends, can be complacent on that score. For many years Australia has been Britain's second largest customer. Although she went to third place in 1961, the following year saw her again back in second place. But although she is such a large and valuable market, her value has not remained unchanged.

Mere consideration of the money value of Australia's imports from Britain does not reveal this change. The average value of those imports for the three years 1959-60 to 1961-62 is almost identical with their average value for the three previous years 1956-57 to 1958-59, and for the three years 1952-53 to 1954-55. But this unchanged money value represents: A smaller share of the total value of Australian imports from all sources; a diminished volume of trade, after making adjustments for price changes, and a smaller share of the total value of Britain's exports to all countries.

I am sure the Senior British Trade Commissioner in Australia, Mr. F. B. Arnold, had these facts in mind when contributing an article recently for 'Canberra Comments', the official organ of the Associated Chambers of Commerce of Australia. Mr. Arnold pointed to the fact that a declining volume of trade meant that Britain was selling fewer goods, although, because of higher prices, their value had remained unchanged.

He also drew attention to the situation which has arisen during

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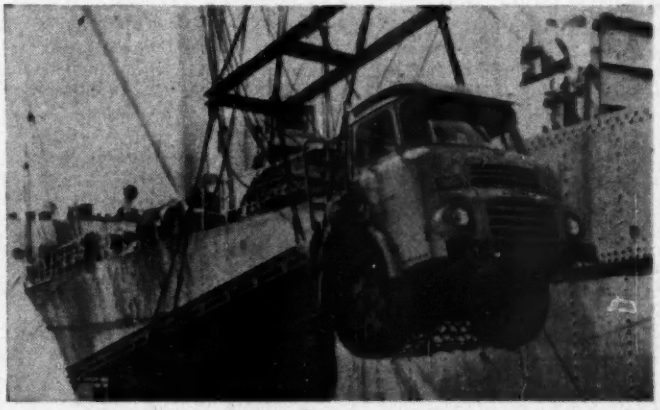

One of three Super Reiver haulage trucks built by Albion Motors of Glasgow, being loaded on board a ship in Australia for work on Nauru and Ocean Island in the Pacific. They have been purchased by E. S. Clementson Pty. Ltd., who have secured a contract to build £3,000,000 worth of concrete houses on the two islands for the British Phosphate Commission.

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THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

GENERAL

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106	Temporary exportations of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom; admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing). *Notices to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
†7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
†276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
†56	Drawback on British manufactured saccharin and saccharin goods.
220	Drawback on silk and man-made fibres.
†48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
†130 & †130A	Sugar Act, 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
†131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
†212	Drawback on blended tea.

* Also obtainable from any Bank.

† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.

Investment in N.S.W. (*Continued*)

the past six years – the value of British exports to Australia remaining almost unchanged, while the value of British exports as a whole increased by 15 per cent. These are the matters which contain a latent danger to the reciprocal trading arrangements that have existed for so long between our respective countries.

I know the trade authorities in the United Kingdom have the situation under close examination and are taking positive measures to arrest the drift that has become so apparent. The decision to hold a British Exhibition in Sydney next year is of outstanding importance in this connection.

As the culmination of a British promotional campaign for British products which commenced with the big British display at the recent Melbourne International Trade Fair, and which will be followed by British 'weeks' in Adelaide, Brisbane, Perth and Hobart, the British exhibition in Sydney, to be held from September 25 to October 10, 1964, will be the largest British exhibition ever staged in Australia, indeed, anywhere in the world.

The exhibition is designed to increase sales of British products and to strengthen the trading partnership of the United Kingdom and Australia. It should give an added stimulus to British exports to Australia by demonstrating the latest British capital and consumer goods both to the public and the technicians, including trade buyers, public works officials, engineers and so on.

Some £2m. sterling will probably be spent by the organizers and the exhibitors. Two-thirds of Sydney's Royal Agricultural Society's Showgrounds, embracing an area of 71½ acres, will be transformed to accommodate the various goods to be exhibited.

A 'British Fortnight' in Sydney will be run concurrently with the Exhibition, and this is designed as an added incentive to Sydney department stores and shops to stage and specially promote British merchandise.

The New South Wales Government will co-operate with the British authorities in every way possible in an endeavour to make this mammoth exhibition an outstanding success. I am sure that much of mutual benefit will result from the action planned, and I trust that this great trade fair will provide a major stimulus to the flow of trade between our respective countries.

Survey of Australia's Major Development Projects

THE DEPARTMENT of National Development at Canberra have issued a handbook entitled 'Major Development Projects – Australia'.

The main purposes of the handbook, which is published every two years, is to outline in a composite form those major purpose utility projects which are under construction, or shortly to be commenced, throughout Australia. Experience with previous editions had indicated that it was used extensively both within Australia and overseas by organizations and individuals interested in the financial and physical levels of progress in public utility works in this country and in the location of the various works.

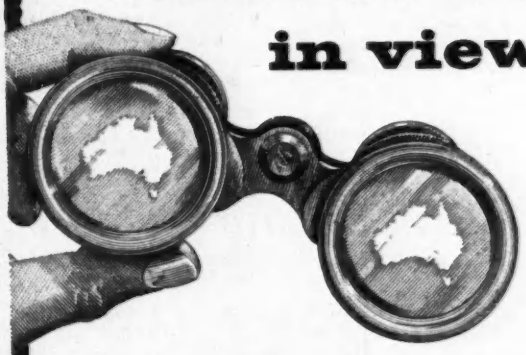
It forms an excellent guide for manufacturers, suppliers and contractors, and has been used to assist Commonwealth and State Departments on such questions as immigration, trade, agriculture, power production and irrigation. In this new edition additional information is given on electricity transmission, and, where available, information is supplied on major contractors to the projects or parts thereof, giving the nature and value of the contracts.

Inquiries about copies of the handbook should be directed to Australia House, Strand, London, W.C.2.

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

With AUSTRALIA in view . .



as a market you may need information on one or more of the following

* EXPORT CREDITS
* EXCHANGE TRANSACTIONS
* COMMERCIAL INTELLIGENCE
* MARKET RESEARCH
* TRAVEL ARRANGEMENTS

Facts and figures on Trade and Commerce in Australia are available from the Manager at 55 Gracechurch Street, London, EC3.

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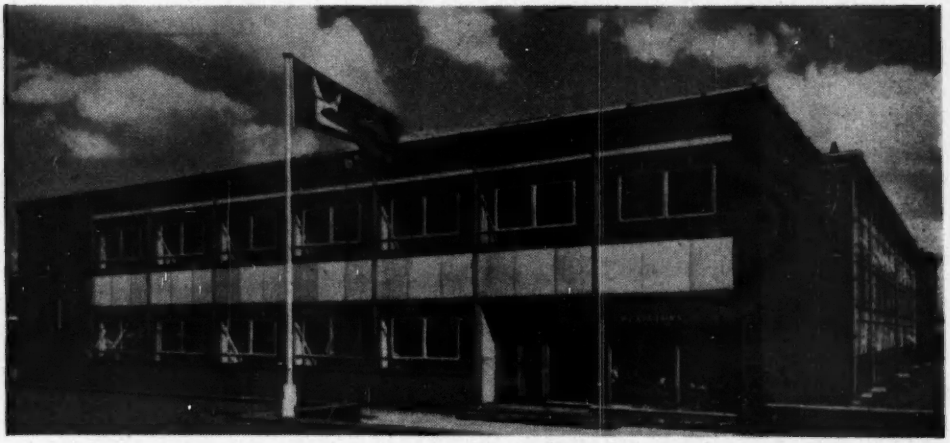
President Opens New Factories in the North East



The New Morganite Resistors Ltd., works at Jarrow.

MR. FREDERICK ERROLL, President of the Board of Trade, opened a number of factories in the North East on May 24. They were a new extension for Welwyn Electric Ltd. at Bedlington, an advance factory at Blyth, another advance factory for Wilkinson Sword Ltd. at Cramlington, a new extension for Morganite Resistors Ltd. at Jarrow, and a new factory for Dunlop (Hose) Ltd. at Team Valley.

Following are extracts from speeches which the President made at these functions.

'Since the beginning of the year inquiries about buildings and sites in Development Districts in the North East have greatly increased. The financial inducements outlined in the Budget speech have brought yet another round of inquiries and many of these are bound to mature into bricks and mortar. The volume of inquiries from firms has been very encouraging so far and the effect on the North East both by way of transfer of work and the stimulus given to sales of plant and machinery should greatly benefit the area,' he said.

The President said that he was happy to have the opportunity to show not only that the Board of Trade were very keenly and actively interested in bringing employment to the North East, but also that their activity was showing some success both in terms of volume and in diversification. The five new factories or extensions that were to be opened or started were by no means all of those that were currently going forward. Some were part of a programme of 13 advance factories that were being built by the Industrial Estates Management Corporation on behalf of the Board of Trade, who were not awaiting completion before trying to let them. 'Additionally, work will start very shortly on two factories that are being built against known requirements. Private industry too is contributing both with and without Government financial aid, by building a greater number of factories and extensions – perhaps another dozen or so. I do not think enough attention is given to the companies who, acting as pioneers in the post-war years, set something of a pattern in settling in this region.

'Among the essential factors for success are the availability of good quality labour and the area's extremely satisfactory labour relations. In general, communications are good, for both workers and goods, and excellent co-operation from local organizations ensure that housing, recreational, educational and other facilities are available within easy reach of industrial development. The Board of Trade can point with pride to its part in the introduction and expansion of diversifying industries.'

Lord Tweedsmuir President of Institute of Export

Lord Tweedsmuir has been elected President of the Institute of Export in succession to Sir Donald Anderson. Lord Tweedsmuir is the son of the late John Buchan, the author who as the first Baron Tweedsmuir was Governor-General of Canada.

Minister of State, Board of Trade, Opens New Marketing Building

SELLOTAPE HOUSE, the new headquarters of Sellotape Products Limited, marketing company of the 'Sellotape' range of industrial and domestic self-adhesive tapes, was opened by Mr. Alan Green, Minister of State, Board of Trade, on May 27, at 54-58, High-street, Edgeware, Middlesex.

On his arrival, the Minister was introduced to Mr. G. W. G. Brigg, Managing Director of Adhesive Tapes Limited and Sellotape Products Limited. He was then invited to meet the Board of Directors of both companies, together with Mr. J. F. Robinson, Chairman of the parent comapny, E. S. & A. Robinson (Holdings) Limited, Bristol. The Minister performed the opening ceremony by cutting a strip of 'Sellotape' self-adhesive tape specially printed for Silver Jubilee year. Among the guests were Mr. T. Iremonger, M.P., for Ilford North and a member of the Ministers Export Group of Back Benchers, and a number of important overseas distributors from Sweden, Holland and Belgium.

Congratulating the firm on their export performance the Minister said that there was no doubt that the success was due to highly intelligent production planning and vigorous salesmanship at home and abroad. To have to put up productivity per employee by 75 per cent in 7 years was a very fine achievement: 'To be exporting some 30 per cent of production in a material as competitive as this is a notable achievement. I want to thank you for it and express the hope that you will do even better. You will, I know, forgive me for being insatiable for exports. Greater earnings overseas are the only sure basis of better times at home.'

Mr. Alan Green's Visit to Lancashire and Cheshire

MR. ALAN GREEN, Minister of State, Board of Trade, is visiting firms in Lancashire and Cheshire on May 28 and 29. This is one of a series of export promotion visits that the Minister is making to various areas.

On May 28 the Minister attended the annual luncheon of the Stockport Chamber of Commerce. During his tour there were opportunities for industrialists to meet the Minister to discuss with him their export successes, problems or difficulties.

Mr. Alan Green to Visit North America

MR. ALAN GREEN, Minister of State, Board of Trade, will leave London on June 6 for a fortnight's tour of Canada and the U.S.A. This is the Minister's first visit to Canada as Minister of State, Board of Trade, and in addition to meeting Canadian Ministers, he hopes to have talks with businessmen and prominent industrialists in both countries.

A New Phase of Economic Expansion

'THERE IS NOW a great deal of evidence to show that we are entering a new phase of economic expansion,' said Mr. Reginald Maudling, Chancellor of the Exchequer, at the Cutlers' Feast, Sheffield, on May 23. 'The March production figures and more recently the unemployment figures for May that have been published today confirm the impression one gathers from business that the outlook is improving and that confidence is strengthening. No doubt much is due to the inevitable recovery from the severe winter, but this is only part of the story. The measures already taken to expand demand are clearly having effect. The Budget has been generally well received and has helped to strengthen confidence, though none of the tax relaxations amounting to £269 m. in all have yet had any significant effect on the economy as they do not come into operation until July. Then the PAYE reductions in particular should make a substantial addition to purchasing power which will also have received a stimulus in the meantime from the increased social benefit payments taking effect in the next few days.'

The Chancellor went on to say that the tax reductions, relaxations of credit and largely increased Government expenditure together were providing powerful expansionary forces in the economy. So far, of course, the results had not been felt universally. Some industries, such as the motor industry and the construction industry, were already full steam ahead. In general the lighter end of industry and those closer to the consumer were feeling the benefits first, but the effects would spread back along the line.

'It is the heavy end of industry and particularly the heavier end of steel that is facing the greatest difficulties. There are several reasons for this. The continued difficulties of the shipbuilding industry is one particularly important example. Private investment for a variety of reasons, including possibly the political situation, is still hesitant though here too there are signs of improvement and I am glad to know how much investment is still going on in Sheffield in the steel industry itself. I am sure that the great improvements in capital allowances will encourage new investment in modernization as well as expansion, but heavy steel is going to fight a hard battle against other competing materials. The risk is that the amount of steel used may fall as a proportion of our total industrial output, and this is a tendency that the industry will no doubt vigorously combat while seeking out new techniques and new uses.

The Growth Objective

'In the short term, therefore, we can foresee expansion. The great task is to see that it is sustained, and to do this we must clear away the physical obstables to growth and keep our costs and prices stable. These two main problems, which underlie everything in our economy, can be solved only by co-operation between the Government, management and unions. That is why the NEDC and the organization which serves it is of such great importance.' The Chancellor said that the Government accepted that we had the primary responsibility. We must take the lead, and in the policies that we were evolving, including particularly the Budget, we had been concentrating on the obstacles to growth which the NEDC studies have already highlighted.

These could be divided into two categories, human and physical. He had no doubt at all that the most important task was to make the maximum use of our human resources.

'The Government has a very wide responsibility in the basic services, transport and power in particular. Across the whole field we are making vigorous progress. The road programme has been expanded enormously. Dr. Beeching's proposals for rail transport represent an exciting modern and forward-looking approach to the economics of rail transport. The Rochdale proposals are a basis for big improvements in the efficiency of our ports. The coal industry, under Lord Robens' leadership, is rapidly increasing its productivity and its efficiency. In electricity vast increases in investment have been authorized, and in gas we are seeing exciting new technical developments. The programme of achievements in the transport and power industry will fully match up to the needs of an expanding Britain.'

The New Aspects of World Marketing

'DURING THE Institute's lifetime, the operation of marketing has changed almost beyond recognition,' said Lord Derwent, Minister of State, Board of Trade, when he opened Marketing House, the new home of the Institute of Marketing and Sales Management at Richbell Place, Lamb's Conduit Street, London, W.C.1, on May 23.

'To appreciate this,' continued the Minister, 'one need only consider the special characteristics of the era from 1939 until quite recently, conditions which are now a matter of history. A whole generation entered the world of industry during a period when it was almost impossible to realize that the operation of marketing could present a challenge.

'If goods could be produced they could be relied upon to sell themselves. This long period of a seller's market – almost twenty years – has, I am sure, left its mark. Among other things, a tendency for young men seeking a stimulating career to tend to disregard the marketing side of business and to concentrate on administration and production, and similarly for senior management to regard these departments as the important ones, with the Sales Department bringing up the rear. This is an oversimplification but I am sure there is truth in it.

'This situation has been completely revolutionized. Our goods today have to *be* sold with all the intelligence we can command if they are to make their way on the markets of the world – markets where our competitors are ready and eager to exploit any weakness British salesmanship may show. It is no longer possible to overlook the importance of selling, or the high level of skills it requires.

'Now that this vital operation has begun to receive the attention it deserves, our people are being made to realize once again that good marketing is just as essential to the success of the individual enterprise and of the nation as efficient production. These two functions, backed by more creative operations of research and development, can be regarded as the three legs of the tripod each essential for the stability and prosperity of our economy.

'Today, an entrant to the marketing side of industry faces a career which is both demanding and rewarding. To this audience I need not emphasize the high degree of technical skill that the modern sales manager requires. I know what a high place is taken by education and training among the objects of the Institute. I am sure you are right to give this matter the emphasis that you do, both by formal training for the younger members of the profession, and by providing facilities for exchange of views and refresher courses among your more senior members.

'The marketing profession in this country has much to be grateful for in the facilities the Institute provides, and the standards it inculcates.

National Productivity Year

Speaking of National Productivty Year the Minister said: 'One of the things that I am expected to do in the Board of Trade is to watch the progress and the success of the Year. This of course gives me a particular interest in the contribution your Institute's good work is making to indusrial efficiency at home and abroad. Better marketing is just one aspect of the campaign for higher productivity, but it is one without which the general objective is unobtainable.

'This is a combined operation, in which everyone in industry has his part to pay. The Institute has made a special effort to educate its members in these facts of life. I was particularly impressed by the reports I heard of your luncheon two weeks ago at the Hilton Hotel, at which a very large cross-section of senior sales executives had the opportunity of hearing some telling remarks on the subject from the Prime Minister and from the Duke of Edinburgh.

'It is particularly appropriate that National Productivity Year should see you launched on this new phase of your life in Marketing House, and I have no doubt that you will continue to flourish here for many years. In your "missionary" task in industry you have, I need hardly say, the good wishes of all those concerned with national efficiency and prosperity.'

President's Statement on the Meeting of Ministers of the Contracting Parties to the GATT, May 1963

MR. FREDERICK ERROLL, President of the Board of Trade, made the following statement in the House of Commons on May 23: 'With permission, Mr. Speaker, I would like to give the House an account of the meeting of Ministers of the Contracting Parties to the GATT, which has just ended in Geneva. The purpose of this meeting was to consider measures for increasing world trade under three distinct but related heads:

1. The trade of less-developed countries;
2. Trade in agricultural products; and
3. The reduction of tariffs and other barriers to trade.

'We had the advantage of useful preliminary talks with the Commonwealth.

'Under the first head, the meeting adopted, though with reserves on the part of the EEC and their Associates, a programme of action for expanding the trade of less-developed countries. It approved the establishment of an Action Committee to secure early progress and to consider further measures to promote the trade of these countries. Meanwhile, as an earnest of our intentions, we and the EEC are working on the details of arrangements for suspending our tariffs on tea and tropical hardwoods.

'Under the second head – agriculture – it was agreed to reconvene the Special Groups on cereals and meat to negotiate arrangements for these commodities, and to set up a similar group on dairy products. Rules and methods for dealing with agriculture in the negotiations have still to be worked out.

'Under the third head, we reached agreement on a statement of principles to govern the trade and tariff negotiations which are to begin in May 1964. These will embrace tariff and non-tariff barriers to trade both in manufactures and in agricultural and primary products. A committee will work out a plan for the negotiations and supervise their conduct. It is to produce its plan by August 1 of this year.

'As regards tariffs, the object will be to make a substantial cut across the board with a minimum of exceptions. As a general rule the cuts will be of equal depth, though in special cases where differences in the levels of national tariffs have significant effects on trade, special rules are to be devised. The Government's intention will be to obtain equivalent advantages for our exports in return for reductions in our own tariff. We shall not, however, expect to receive reciprocity from less-developed countries.

'These arrangements, which were not agreed without difficulty, will allow the preparations for the trade negotiations to proceed with the prospect of a substantial reduction in barriers to trade of all kinds. Much detailed work remains to be done, but a good start has been made. H.M. Government will continue to do their utmost to ensure a successful outcome of this great and imaginative undertaking which holds so much promise for the increased prosperity alike of the industrial nations, the agricultural producers and the developing countries.'

Pointers for Improved Anglo-Danish Trade — *Lord Derwent*

'AS MUCH AS WE value our EFTA relationship with Denmark, we must not assume that the lower tariffs applied to certain of our exports necessarily give us a head start over our non-EFTA rivals.' Lord Derwent, Minister of State, Board of Trade, said this when he spoke at the Anglo-Danish Trade Conference on May 24 in London, which was arranged by the London Junior Chamber of Commerce in conjunction with the Copenhagen Junior Chamber of Commerce and the support of the Export Council for Europe.

Lord Derwent said that Denmark, as a vigorous trading nation, had traditionally been a low-tariff country, and it was important to remember that in the industrial sector something over 40 per cent of our exports to Denmark were those for which entry to the Danish market was duty free for all suppliers. The tariff reductions in Denmark which certain British exports enjoyed might in many cases give us a useful competitive edge; but the edge was unlikely ever to be enough to enable the goods to sell themselves. In the Danish market British exports were in competition with the products of many nations and the way they sold was to some extent a measure of our competitiveness in the world market.

'Personally, I have no doubt that with an understanding of the Danish market on the part of our traders, we can offer Denmark goods unrivalled in price and quality. You will notice that I have used the phrase "with an understanding of the market",' he added. 'This is an important qualification. I cannot urge you too strongly to study the Danish market, to study Danish tastes – both as regards the products themselves and their presentation – and to anticipate developments in Danish requirements. And frankly, these things are not something that can be left to agents. However good their advice may be, it can never be as effective as an assessment based on personal impressions. Principals who are content to stay at home and rely on hearsay are unlikely to hear said those interesting things which bring good business. If you want to sell successfuly in Denmark, go there. You will probably find your Continental opposite number there too, but if you are on the spot you will substantially improve your chances of bringing home – if I may use such a metaphor in connection with Anglo-Danish trade – the bacon.'

He said that next year – at the end of September – there was also the special 'British Week' in Copenhagen. In the wider sense the Week was a token of the esteem and affection which we felt towards our Danish friends. It was also an occasion when there would be opportunities to remind our customers of the wide range of products which we exported to Denmark. A great deal of the work of preparation for the Week would be done in Denmark, but there was much that could be done by firms in this country to make the Week a success. It could serve as an opportunity for reviewing trading arrangements in Denmark. 'Let us ask ourselves some searching questions: Are our agents in Denmark getting full support? Are we paying enough attention to market research, to advertising? Can we improve upon our after-sales service?'

In exporting to Denmark every firm was representing not only its own interests, but the interests of Britain as a whole, he said. The Danes were courteous and considerate trading partners with a reputation for efficiency and directness. Not surprisingly, they appreciated similar qualities in others. The promptness, helpfulness and resourcefulness which each firm (and every level within each firm) displayed in conducting business with Denmark would bring rewards not only to individual firms but would also enhance Britain's commercial standing generally in Denmark. To this extent he believed that we all could make an individual contribution to proving that 'it pays to buy British'.

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Chilean Mission in London

AN ECONOMIC MISSION from Chile, headed by Senor Julio Philippi, the personal representative of President Alessandri and Minister for Lands and Colonization, is visiting several European countries for discussions about financial and technical support for Chile's development plans. The eleven members of the Mission arrived in London on May 26 for a short stay as guests of HM Government.

Senor Philippi and other members of the Mission met Mr. Frederick Erroll, the President of the Board of Trade and had discussions with Lord Derwent, the Minister of State. One of the subjects discussed was the £1.5m. loan which HM Government has recently offered to Chile. The loan is tied to the products of British industry in which there is surplus capacity and is part of the additional £10m. worth of aid to under-developed countries announced by the Chancellor of the Exchequer in December last year.

Senor Philippi also met the Prime Minister and other Government Ministers. Members of the Mission also had talks with officials of the Foreign Office, Board of Trade, Department of Technical Co-operation, Bank of England Export Credits Guarantee Department, Ministry of Transport and Private Banks.

Export Credits Guarantee Department Liability

THE EXPORT Credits Guarantee Department announce that during the quarter ended March 31, 1963, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Acts, 1949 (as amended by the Acts of 1951, 1952, 1957 and 1959) up to a maximum of £147,189,908 in respect of guarantees amounting to £274,049,335;

(b) under Section 2 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957, 1959 and 1961) up to a maximum of £54,995,844 in respect of guarantees amounting to £63,248,582.

Production and Export of Some Capital Goods

THE NATURE and scope of production and export of capital goods in the fields of mechanical and electrical engineering are examined in *Production and Export of Mechanical and Electrical Engineering Goods*, a preliminary study prepared by the Secretariat of the Economic Commission for Europe.

After a broad indication of the position of mechanical and electrical engineering industries in the modern economy, the study tries to give some idea of the stage of production and structure of imports of non-mechanical and electrical machinery in selected non-European countries that absorb a fairly large and possibly growing proportion of European machinery imports.

The main part of the work deals with the international trade in non-electrical and electrical machinery and analyses its general structure. It also gives details of the product groups and destination of machinery exports from the major exporting countries.

Copies will be available shortly from HM Stationery Office.

The Commonwealth Trade Conference

IN HIS INTRODUCTORY welcoming address to the Commonwealth Trade Conference which opened in London on May 22, and which was organized by the Federation of Commonwealth and British Chambers of Commerce, Major-General A. E. Walford, the president of the Federation, said: 'It is not only the Conference's concern to consider the policies of the Government but to try and see whether we can, as businessmen, suggest practical means of Commonwealth trade expansion and whether there are additional ways the Federation and our respective Chambers of Commerce, can play an even more significant role in promoting trade.'

The fifty-two delegates from sixteen Commonwealth countries were addressed by the Duke of Devonshire, Minister of State for Commonwealth Relations, at a dinner given by the Federation in London, also on May 22.

Scottish Committee of the CoID Appointment

MR. FREDERICK ERROLL, President of the Board of Trade, has appointed Mr. Ian H. Inches as a member of the Scottish Committee of the Council of Industrial Design.

Mr. Inches is chairman and managing director of Hamilton and Inches, Gold and Silversmiths, Edinburgh, and was formerly a member of the Scottish Design Council for the Gold, Silver and Jewellery Industries.

New Industrial Plant for Donibristle, Fife

THE FOLLOWING announcement was issued in Scotland on May 22 by the Board of Trade and the Industrial Estates Management Corporation for Scotland. 'Trane Limited, a subsidiary of the Trane Company, La Crosse, Wisconsin, United States, will occupy a factory of 70,000 square feet at Donibristle Industrial Estate. The Trane Company is a leading manufacturer of air conditioning, heating, ventilating and heat transfer equipment. The firm has six manufacturing plants in North America and sales offices throughout the world, including one in Glasgow.

'The Trane Donibristle plant will produce several types of heating, ventilating and cooling products which have been engineered to meet the requirements of the United Kingdom. The plant should open in early 1964 and is expected to employ 250 people – mostly men – when it reaches full production.

'Trane Ltd. also has an option to buy 15 acres of land adjacent to the plant for future expansion. It is anticipated when this expansion occurs substantial additional employment will result.'

Scottish Export Survey

A SURVEY carried out by the Scottish Council (Development and Industry) indicates that Scottish exports for 1961 can be estimated at between £340m. £360m. The survey was initiated by the Export Committee of the Scottish Council and in a statement Sir Robert Maclean, Chairman of the Committee, said: 'This has been a most worthwhile exercise and shows quite clearly that firms in Scotland are playing a key role in the drive to improve our national export position. The survey has also shown us those sectors of industry which will benefit especially from export encouragement.

Sir Robert added that direct exports by firms in Scotland – and this did not include the tremendous amount of indirect export through products supplied to firms in the South – came to between eight and nine per cent of the United Kingdom total. Scotland's proportion of manufacturing industry was between eight and nine per cent of the United Kingdom total. 'I think this proves conclusively that encouraging industrial development in Scotland will bring its reward in export terms.'

Report of Patent Office for 1962

THE COMPTROLLER-GENERAL'S annual report on the work of the Patent Office in 1962 has been published. Applications for patents were higher than ever, the greater part of the increase being in those from abroad. From the United States alone the number of applications was over 5,000 greater than it was in 1953.

The Comptroller reported that despite the increase in the number of complete specifications filed the arrear of unexamined specifications was reduced, as was the time taken for the issue of the Examiner's report on an application. On the other hand, the number of applicants seeking an extension of the time allowed to them to satisfy the requirements of the Act again rose. The Comptroller pointed out that since this postpones the date on which details of the invention are published it is open to question whether it is really in the public interest. The Report lists those fields of invention in which new development has been most marked.

The number of trade mark applications rose, although it was still lower than the number in 1960. Applications for the registration of industrial designs fell substantially, the decrease taking place wholly in applications relating to textile articles.

Copies of the Report are available from HM Stationery Office, price 2s. 6d., by post 2s. 10½d.

Appointment of Two Members to the Monopolies Commission

THE PRESIDENT of the Board of Trade has made two new appointments to the Monopolies Commission. The new members are Mr. J. M. A. Smith, F.C.A., and Mr. Tibor Barna, B.Sc. (Econ.), Ph.D., Professor of Economics at the University of Sussex. Both appointments are as part-time members and are for a period of three years.

Mr. Smith was until recently the Assistant Managing Director of the Ford Motor Co. Ltd., and a part-time member of the National Coal Board. He was President of the Society of Motor Manufacturers and Traders during 1959/60. He is a member of the Halsbury Committee on Decimal Currency and of the Commission on New Towns.

Mr. Barna is Professor of Economics at the University of Sussex. He has been previously Assistant Director of the National Institute of Economic and Social Research; in a senior post in the Secretariat of the United Nations Economic Commission for Europe; Official Fellow of Nuffield College, Oxford; and Lecturer at the London School of Economics.

The Commission are currently inquiring into:

(a) the solus sites system of retail sale of petrol;
(b) the supply of wallpaper;
(c) the supply of household detergents;
(d) the supply and processing of colour film.

They have recently submitted to the President of the Board of Trade their report on the supply of electrical equipment for motor vehicles.

Official Receiver Appointments

MR. PHILIP Anthony Lawrence has been appointed Official Receiver for the Bankruptcy District of the County Courts of Bradford, Dewsbury, Halifax and Huddersfield in succession to Mr. Norman Saddler.

Mr. Albert Reginald Haigh has been appointed Official Receiver for the Bankruptcy District of the County Court of Canterbury and for the Bankruptcy District of the County Court of Rochester and Maidstone in succession to Mr. Philip Anthony Lawrence.

Mr. Frederick Dirs has been appointed an Assistant Official Received in Bankruptcy attached to the High Court.

Mr. Douglas Raymond Le Merle has been appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Sheffield, Barnsley and Chesterfield and for the Bankruptcy District of the County Courts of Kingston-upon-Hull and Great Grimsby.

Mr. Bernard Coultas Wade has been appointed an Assistant Official Receiver for the Bankruptcy District of the County Courts of Sheffield, Barnsley and Chesterfield and for the Bankruptcy District of the County Courts of Kingston-upon-Hull and Great Grimsby in succession to Mr. Albert Reginald Haigh.

These appointments took effect on June 4.

The Value of New Design

AT THE ROYAL COLLEGE OF ART on May 23 HRH the Duke of Edinburgh presented the 1963 Design Centre Awards and his own prize for Elegant Design. He said:

'In visiting factories, one very often hears the question, "What is the point of having new designs at all?" Very often the answer to the question "Have you anything new" is "Oh, no, this sells perfectly well, we don't want any more", the argument being that the criterion for design are the buyers and the public. The problem here is that neither of these two bodies is capable of expressing any kind of discriminating taste because they have their minds on other things. The great value of selection for The Design Centre and for these Awards is that it is done by people with a trained eye and with a discriminating taste and this, I think, adds that extra criterion to the selection and to the whole policy of design for manufacturers. It gives them something else to listen to – not only the buyers, not only the public reaction.'

Introducing the Duke of Edinburgh, Sir Duncan Oppenheim, Chairman of the Council of Industrial Design, said that one good reason, of course, for extending these Awards or some other scheme of awards to fields outside The Design Centre would be to draw attention to the important work open to designers beyond the rather narrow range of consumer goods, for the Council believed that the greatest contribution that the designer had to make to the economy probably lay in the field of engineering and capital goods which formed so large a part of the export trade of the country.

Thanking the Duke of Edinburgh, Mr. Paul Reilly, Director of the Council of Industrial Design, said: 'Not long ago an adventurous shopkeeper told me that in his experience one must in this country allow at least twelve months for denigration before a new idea or a new design will catch on. One good result of these controversial awards has been to slash that timetable – at least as far as the annual handful of chosen products is concerned.

'But,' continued Mr. Reilly, 'I am equally sure that the cumulative effect of these annual presentations – however many differences of opinion there may be on the individual selections – has been to make it easier for modern-minded manufacturers to launch new designs, easier for conscientious retailers to raise their buying sights, and easier for imaginative designers to win employment in industry. In other words these awards, and especially your own Prize for Elegant Design, do encourage people to make and to buy not just down to a price but up to a standard, not just down to a convention but up to a tradition of experiment and development.'

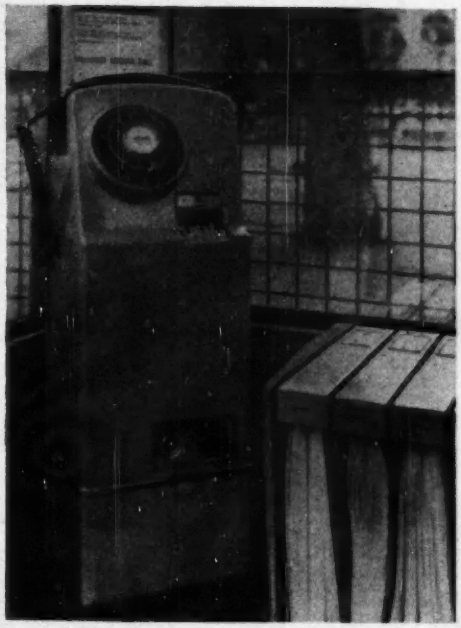
European Toy Manufacturers meet in London

The annual general meeting of the European Toy Institute was addressed by Mr. M. M. Ord Johnstone, an Under Secretary of the Board of Trade, in London on May 24. The European Federation of Toy Wholesalers and the European Federation of Toy Retailers Associations also held their annual general meetings at the same time.

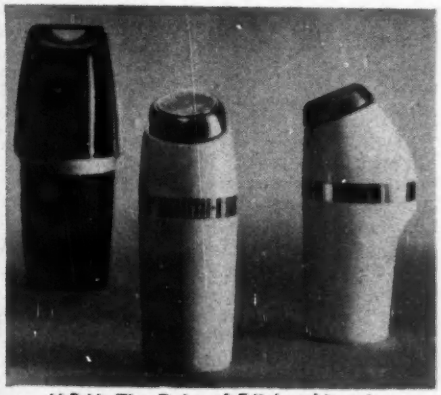
President in Middle-East

Mr. Frederick Erroll, President of the Board of Trade (*third right*) photographed during discussions with Major General El Magboul El Amin El Hag, Sudanese Minister of Commerce (*third left*) and Sayed Kailani, a senior official of the Ministry of Commerce (*second left*) on his recent visit to the Middle East. Also in the picture are: Mr. Ian Scott, H.M. Ambassador, Khartoum (*left*), Mr. K. E. Mackenzie Assistant Secretary, Board of Trade (*second right*) and Mr. P. W. Carey, Principal Private Secretary to the President (*right*).

CoID DESIGN AWARDS 1963

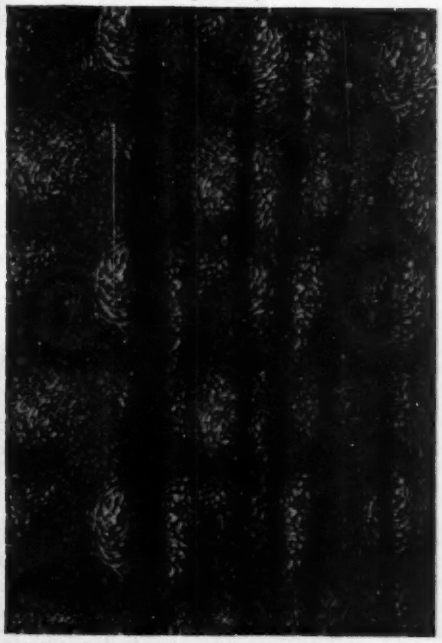


'Pay-on-Answer' telephone coin box made by Associated Automation Ltd., London, in conjunction with the G.P.O. (Case designed by Douglas Scott.)

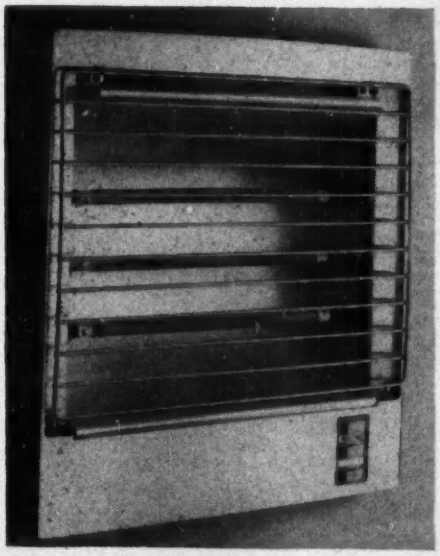


H.R.H. The Duke of Edinburgh's prize for Elegant Design 1963 was won by Kenneth George for his cordless electric shaver, made by Henry Milward & Sons Ltd., Redditch.

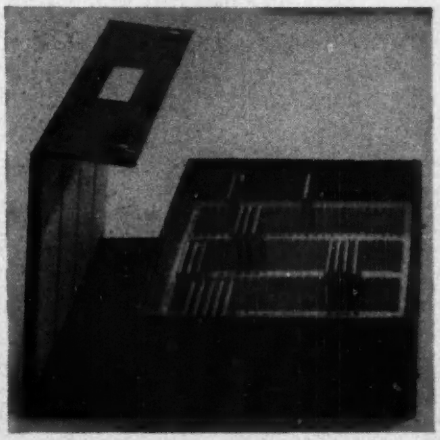
Machine screen printed cotton in five colourways made by Cepea Fabrics Ltd., Manchester. (Designer: Humphrey Spender.)



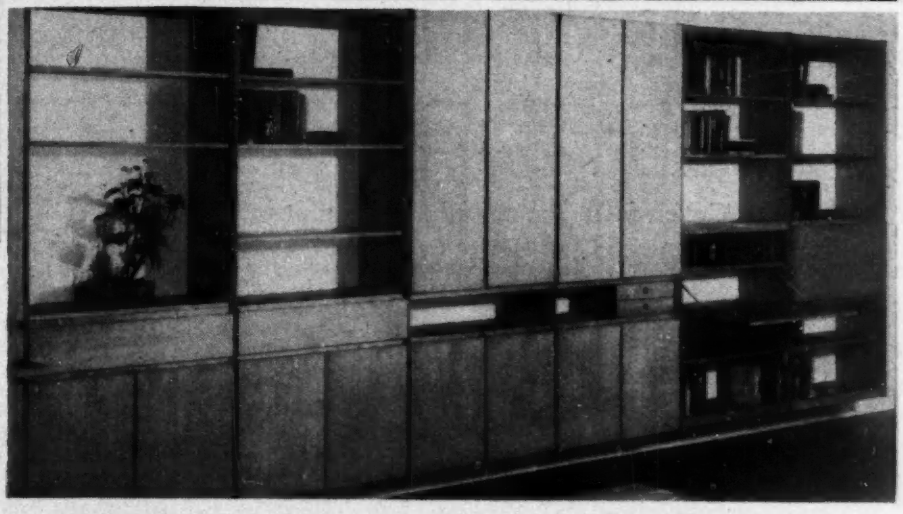
A 3 kw panel inset fire unit in cast aluminium with satin polish finish, made by Belling & Co. Ltd., Enfield, Middlesex. (Designer: D. M. R. Brunton.)



White vitreous china wash basin, also available in old ivory, primrose, turqoise, jade green, shell pink and sky blue, made by Twyfolds Ltd., Stoke-on-Trent. (Designer: E. S. Ellis.) The taps illustrated, Barking Brassware 'Hiflo' tap 65, were Design Centre Award winners in 1958.



Photographic slide box, covered in waterproof bookcloth in red, green, two shades of blue, and grey, made by Boots Pure Drug Co. Ltd. The tray holds 100 slides in numbered slots. (Designer: A. H. Cragg.)



A range of wall storage units, designed on a 2 ft. 9 in. module, made by Archie Shine Ltd., London, are pine veneered with a matt waxed finish. (Designer: Robert Heritage.)

Free Customs Forms to Help Exporters

IN ORDER to help exporters H.M. Government have decided to supply free of charge from September 2 onwards all Customs forms used in exporting. These forms are mainly used for collecting statistics of export trade. It has been decided that this shall also extend to Customs forms used in importing. This is one of the matters raised in the Joint Liaison Committee on Documents used in the International Carriage of Goods, and subsequently considered by the appropriate Departments.

The charges being waived range from 2½d. to 5d. per form. From September 2 the forms will be available at the main Customs and Excise Offices in the United Kingdom, about 100 in all, instead of from H.M. Stationery Office or its Agents. The number of points of supply will thus be doubled.

There will be no change in the existing arrangements for the supply of Sale Forms Nos. 66-94 which relate to Registry of Shipping and to the Sea Fishing Boats (Scotland) Act, 1886. A charge will continue to be made for the supply of these forms.

Note: Customs Notice No. 128 gives details of the change and specifies the offices from which the forms will be available.

The date of changeover has been fixed for September 2 to allow for new distribution arrangements to be made and to avoid disruption to the trade of existing H.M. Stationery Office agents.

The Joint Liaison Committee on Documents Used in the International Carriage of Goods is a large and informal body comprising representatives from Government Departments and private organizations directly concerned with export documents. Its aim is to keep in step the efforts being made by these various bodies, both in the United Kingdom and overseas, to reduce the complications of paper work involved in export sales. The Committee has at its disposal a Treasury Organization and Methods team which is studying export documents required by the United Kingdom Government and the private sector.

The information obtained from Customs export and import terms furnishes the statistics of our overseas trade published monthly in the Trade and Navigation Accounts, and is used in compiling the accounts of our balance of payments.

Open General Licence for Copper Scrap and Metallic Residues

THE BOARD OF TRADE announce that an Open General Licence has been issued to continue the arrangements under which specified types of copper scrap and metallic residues may be exported freely.

The Open General Licence permits the export to any destination during the period June 5 to September 4, 1963, of firebox copper scrap, enamelled copper hair wire scrap, brass swarf, contaminated nickel silver scrap and copper scale.

Inquiries about this Licence should be made to the Board of Trade, Export Licensing Branch, Gavrelle House, Bunhill Row, London, E.C.1. (Tel.: MONarch 4071). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Note.—The new Open General Licence allows for a further period of three months the continued free export of certain specified types of copper scrap and metallic residues. The current Open General Licence covers the period from March 5 to June 4, and details of it were given in Press Notice 68 of February 18.

Changes in Government Packaging Specifications

THE MINISTRY of Aviation announce the following alterations to Specifications DEF-1234, General Requirements for Packaging Supplies for the Services:-

Issue of:

Amendment No. 13 (February 1963)	Price 4/-d.
Glossary, Issue No. 3	„ 1/6d.
Part II, Section 1, Issue No. 2	„ 2/6d.

Government Specifications Issued

Defence Specification DEF-1298, Cases, Kraft Lined Chipboard.
„ „ DEF-1306, Cases, Plywood, Packing, Battened Construction.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by June 14.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.40	*penta*Sodium triphosphate, of which not more than 20 per cent by weight will pass a sieve having a nominal width of aperture of 150 microns and conforming to British Standard 410:1962, and which has a bulk density not greater than 650 grammes per litre and which contains not less than 80 per cent by weight of *penta*sodium triphosphate, Form II.	Sodium tripolyphosphate	December 31, 1963	6137
29.08	Mestranol	Mestranol - 17a - Ethynyl - 3 - methoxyoestra - 1:3:5 (10)-trien-17β-ol.	December 31, 1963	6193
29.14	3:5:5-Trimethylhexoic acid	Iso-nonoic acid	December 31, 1963	6186
29.25	*NN* - Dimethyl - *N'* - *m* - trifluoromethylphenyl-urea.	m-Trifluoromethylphenyl-dimethyl-urea.	December 31, 1963	6168
29.29	*N* - Salicylidene - *N'* - salicyloylhydrazine.	N - Salicylidene - n - salicyl hydrazide.	December 31, 1963	6161
29.31	Di - (2 - ethylhexyl) γ: γ'- thiodibutyrate.	2-Ethylhexyl thiodibutyrate.	December 31, 1963	6180
29.35	2 - (4 - *tert*Butyl - 2:6 - dimethylbenzyl) - 2 - iminazolinium chloride.	2 - (2, 6 - Dimethyl - 4 - butylbenzyl) - Δ² - imidazoline hydrochloride.	December 31, 1963	6171
38.14	Prepared oil additives, having a viscosity of 99° centigrade of not less than 85 centistokes, containing not less than 1·8 per cent by weight of combined nitrogen calculated as N, and yielding not more than 0·1 per cent by weight of sulphated ash.	—	December 31, 1963	6035
38.19	Products of gallium arsenide, monocrystalline, being wafers having a thickness not less than 0·2 millimetres and not more than 0·4 millimetres of which the plane surfaces are parallel to within 5 microns, and having either (a) a total surface area of not less than 8 square centimetres per wafer, or (b) no axial dimension greater than 2 centimetres and a value not less than £6 each.	Gallium arsenide	December 31, 1963	1311
38.19	Products of gallium arsenide monocrystalline, being circular or semi-circular slices of radius not less than 5 millimetres and of thickness not less than 0·9 millimetres and not more than 1·1 millimetres.	Gallium arsenide	December 31, 1963	1311

Note: The tariff heading for 'Poly-[2:2-di-(*p*-hydroxyphenyl)propane carbonate, not plasticized or otherwise compounded', advertised in the *Board of Trade Journal* dated May 17, 1963, should read 39.01, *not* 39.41.

The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 Prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,029	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	98	118	110	124	129	114	+390	+520	+48	+35
1961	111	114	121	115	110	100	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	101	126	115	124	139	127	+ 99	+ 42	— 4	+39
1961															
3rd Quarter	112	115	122	116	110	100	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	123	116	110	100	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	100	125	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	100	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	101	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	101	122	106	116	134	129	+ 13	+ 8	+ 2	+19
1963															
1st Quarter		110*				101									
1962															
October	..	115	..	..	..	100	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	102	..	..	..	..	..	..	..	..	..
December	..	112	..	..	..	101	..	..	..	..	..	..	..	..	..
1963															
January	..	106	..	..	..	102	..	..	..	..	..	..	..	..	..
February	..	110	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	115*	..	..	..	102	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100*	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100*	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter	118*	100*	121·4	+3·1	103·5*	121·2*	139·4	627	+136	—58	113	— 7	+33	120	123	
1962																
October	118	98*	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116	101*	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	115	100*	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	118*	100*	121·7	+3·5	103·3*	121·2*	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	118*	100*	121·8	+3·1	103·7*	121·2*	139·6	628	— 19	—19	122	+12	+10	123	132	..
April			122·2	+2·1	103·9*	121·3*	140·5	553	— 75	—20	138	+16	+14	124	121	..
May								506*	— 47*	—23	146*	+ 8*	+ 9			..

† NOT seasonally adjusted. * Provisional.

Orders, Deliveries, Production and Exports in the Engineering Industries

THE FIRST ESTIMATES for March indicate that the volume of net new orders received by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (part of Order VIII of the Standard Industrial Classification) was unchanged from a year earlier. Net new home orders in March were 3 per cent higher than in March 1962, making an increase of 8 per cent between the first quarters of this year and 1962. Home deliveries in March continued lower than a year earlier; for the first quarter as a whole the decrease on a year earlier is put at 3 per cent. Despite a further increase during March home orders on hand at the end of the month were still a little lower than in March 1962 but 6 per cent higher than last December. Net new export orders in March followed the downward trend of the previous two months; in the first quarter they were 7 per cent below the level of a year earlier. Export deliveries, still rising strongly in March, were 16 per cent higher in the first quarter than in the corresponding period of 1962. Export orders on hand have been drifting downward since last November and at the end of March were 6 per cent less than in March 1962.

It is provisionally estimated that production in the engineering and electrical goods industries in March was 3 per cent higher than in March 1962. In the first quarter of this year production rose by 2 per cent compared with the same period a year earlier.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering Industries (a)

Table 1 — Index Numbers of the Volume of Orders and Deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1962 1st Quarter	121	130	125	130	137	124	118	128	125
2nd Quarter	120	122	125	129	124	127	117	121	124
3rd Quarter	119	115	117	129	118	119	116	113	116
4th Quarter	115	115	126	129	133	132	109	108	123
1963 1st Quarter*	118	135	128	123	127	144	116	138	122
1962 January	119	113	114	127	124	112	116	110	115
February	121	136	125	128	135	127	118	137	124
March	121	142	137	130	153	135	118	138	138
1963 January*	115	120	115	127	112	131	111	123	110
February*	118	146	128	125	131	147	115	151	122
March*	118	142	141	123	141	157	116	143	135

* Provisional

(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(*Continued on next page*)

PACKING? FORWARDING? INSURANCE? TRAVEL? SHIPPING? CUSTOMS CLEARANCES? AIR FREIGHT?

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SOUTHAMPTON 18 Canute Road

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LIVERPOOL Orleans House, Edmund Street
NEWCASTLE 65 Quayside
LEICESTER 15 Rutland Street
GLASGOW 200 St. Vincent Street
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FOR DEPENDABILITY

CONNECTING WITH A NETWORK OF RELIABLE AGENTS OVERSEAS

Engineering Industries *(Continued)*

Table 2 Engineering and Electrical Goods Industries (S.I.C. Order VI) Volume of Production, Exports and Orders on Hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)		
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market
	1958 = 100			1954 = 100	December 1958 = 100		
1958	100	100	100	112	100	100	100
1959	105	103	110	113	101	102	101
1960	114	112	116	122	119	121	118
1961	121	122	120	136	122	127	120
1962	123	122	126	138	118	130	114
1962 1st Quarter	124	125	123	136	124	132	121
2nd Quarter	125	124	127	145	123	131	120
3rd Quarter	117	115	119	129	123	131	120
4th Quarter	127	123	134	142	118	130	114
1963 1st Quarter	126*	..	..		122*	125*	120*
1962 January	114	114	114		122	128	119
February	122	123	122		123	129	121
March	135	137	132		124	132	121
1963 January	114*	..	..		119*	128*	115*
February	126*	..	..		121*	126*	119*
March	139*	..	..		122*	125*	120*

* Provisional

(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1954 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices of orders held in these industries.

EXPORT DRIVE

For trade with the East consult

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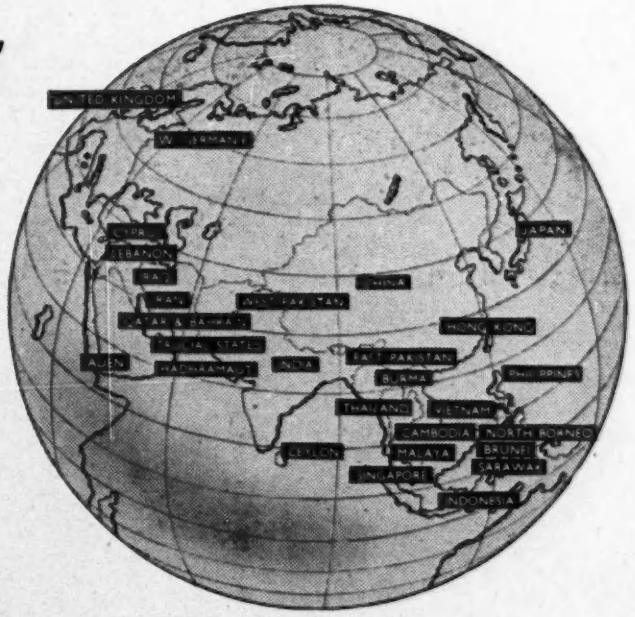

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Index of Industrial Production

THE PROVISIONAL index of production for March 1963, prepared by the Central Statistical office, is 115 (seasonally adjusted). This is five points higher than the index for February, reflecting mainly the recovery of the construction industry from the effects of the severe weather. A rise in the manufacturing index for March came from a number of industries, especially engineering and electrical goods.

The average index numbers for the latest three months and the previous three months at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·2	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·5	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·9	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1961 4th Quarter	116	98	116	113	111	117	125	123	125	116	128	87	105	102
1962 1st Quarter	116	99	116	108	108	107	129	119	131	117	124	88	117	102
2nd Quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd Quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th Quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st Quarter (Prov.)	114	97	116			107		120		118	126	80	118	106
1963 January	106	89	109	101	103	97	128	120	129	109	114	83	111	101
February	114	98	117	108	110	105	137	120	140	119	126	79	122	108
March (Prov.)	121	103	123			117		121		126	139	78	120	108
Seasonally adjusted:														
1961 4th Quarter	113	93	113	110	108	115	125	122	125	112	122	87	106	100
1962 1st Quarter	113	94	113	112	109	116	125	117	127	113	121	87	111	98
2nd Quarter	116	95	116	112	110	116	128	118	130	116	126	89	112	101
3rd Quarter	117	97	117	112	112	113	131	122	133	117	126	87	111	106
4th Quarter	114	94	114	113	110	117	131	122	132	112	120	84	110	100
1963 1st Quarter (Prov.)	110	92	114			116		119		114	123	79	112	101
1963 January	106	87	110	111	107	118		122		110	119	82	108	96
February	110	93	114	112	111	113	128	117	129	116	123	78	117	105
March (Prov.)	115	97	116			117	132	117	134	117	128	78	112	103
October-December (av.)	114	94	114	113*	111*	117	131*	122	132*	112	120	84	110	100
January-March (av.) (Prov.)	110	92	114	111*	109*	116	131*	119	132*	114	123	79	112	101

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	122	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	114	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	107	114	109	105	97	118	126	129	121	111	122	118	121	125
Unadjusted:															
1961 4th Quarter	111	110	117	113	110	104	119	125	129	119	120	121	117	120	131
1962 1st Quarter	111	110	115	112	106	102	125	124	126	120	104	122	115	118	145
2nd Quarter	112	111	116	106	103	97	113	130	132	126	113	126	122	123	113
3rd Quarter	101	100	107	104	98	89	118	122	127	115	113	113	115	124	102
4th Quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st Quarter (Prov.)		110		111	108		119	116	113	122	90	123			163
1963 January	104	102	114	102	103	100	101	112	106	120	91	123			176
February	114	113	122	113	110	101	122	115	111	121	86	122			168
March (Prov.)		115		118	112		133	122	121	125	93	125			143
Seasonally adjusted:															
1961 4th Quarter	109	108	114	109	103	101	120	123	129	114	113	117	114	120	120
1962 1st Quarter	108	107	111	107	103	97	117	124	128	119	109	116	114	119	126
2nd Quarter	109	108	114	108	105	97	114	127	127	126	113	125	120	123	124
3rd Quarter	110	109	117	111	105	97	123	126	129	122	114	124	122	125	122
4th Quarter	107	105	114	109	106	96	118	125	130	118	107	124	117	116	127
1963 1st Quarter (Prov.)		106		106	105		111	117	114	121	95	117			141
1963 January	103	100	112	103	102	96	105	117	113	120	100	117			143
February	110	108	116	107	106	95	112	116	114	120	88	116			144
March (Prov.)		110		109	108		115	119	116	124	95	119			133
Oct.-Dec. (av.)	108*	105	116*	109	106	96*	118	125	130	118	107	124			127
Jan.-Mar. (av.) (Prov.)	106*	106	114*	106	105	96*	111	117	114	121	95	117			141

* Latest available three months (December-February) and previous three months (September-November).

Import and Export Prices in April

IN APRIL, the indices of import and export prices and of the terms of trade were unchanged from the March levels of 98, 115 and 85 respectively (1954 = 100).

A small increase in the overall import price index, not reflected in the rounded index, was due almost entirely to a rise of rather more than one per cent in the index for basic materials. The fuels price index also increased by one-half per cent, this increase being counter-balanced by small falls in the indices for food, beverages and tobacco and for manufactured goods.

There were no movements of importance in the overall export price index or in the various manufactured goods export indices.

The method of calculating the import and export price index was explained in the *Board of Trade Journal* of May 2, 1958.

(1954 = 100)

	Imports					Exports						
		Sections 0 and 1	Sections 2 and 4	Section 3	Sections 5 to 8		Manufactured Goods (Sections 5 to 8)					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Total	Textiles †	Metals ‡	Machinery and Transport Equipment §	Other	Terms of Trade *
1955	103	101	104	102	109	102	102	100	104	103	102	101
1956	105	101	106	110	110	106	106	99	111	107	104	99
1957	107	101	110	128	104	111	109	101	115	112	106	96
1958	99	97	96	112	101	110	111	101	118	115	104	90
1959	98	98	93	104	104	109	111	98	114	118	105	90
1960	99	97	96	98	107	111	114	102	117	121	105	89
1961	97	94	95	96	107	112	115	106	117	122	106	86
1962	96	95	91	95	105	113	117	106	119	124	106	85
1961 April	98	96	95	97	108	112	115	107	118	121	106	88
May	99	96	97	96	109	112	115	107	117	120	107	88
June	98	95	96	95	108	112	115	108	115	121	107	88
July	97	92	97	96	107	112	115	105	117	122	105	86
August	95	91	96	93	106	112	115	107	118	122	105	85
September	95	91	95	95	106	112	115	106	117	123	106	85
October	96	91	95	96	106	112	115	106	117	122	105	85
November	96	93	93	97	106	112	115	104	118	123	106	85
December	96	93	94	96	106	113	116	106	117	123	106	85
1962 January	96	93	93	96	106	113	116	106	119	123	107	85
February	96	94	93	96	105	113	116	106	120	123	105	85
March	96	94	92	96	105	113	116	107	119	123	106	85
April	96	96	92	96	105	113	116	107	119	123	106	85
May	95	94	92	96	104	113	116	106	119	123	105	84
June	96	96	91	94	104	113	116	106	120	123	106	85
July	95	95	90	95	104	113	116	105	119	123	107	84
August	95	93	90	95	105	113	116	105	119	124	106	84
September	95	96	89	95	105	113	117	106	119	125	106	84
October	96	97	89	95	105	114	117	106	119	125	108	84
November	96	98	88	95	105	114	118	106	119	127	108	84
December	96	98	89	95	105	114	118	106	117	127	107	84
1963 January	96	99	88	94	106	115	118	108	118	127	106	84
February	97	100	90	94	106	115	118	108	118	127	108	84
March	98	100	90	94	106	115	118	108	118	127	108	85
April	98	100	92	95	106	115	118	108	118	127	108	85

* Import price index as a percentage of the Export price index. † Export List division 65.
‡ Export List divisions 67, 68 and 69. § Export List section 7.

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United Kingdom Trade in April

THE VALUE of exports, at £325 m. a month, seasonally adjusted, in the first four months of this year was 2 per cent higher than in the fourth quarter of last year. This rise, after six months of near flatness, was spread among all the main markets except North America. Exports to the Common Market rose particularly sharply, to a rate 6 per cent more than in the fourth quarter and 18 per cent more than in the first quarter of 1962. There were increased exports of cars, ships and aircraft, a wide range of electric and non-electric machinery, and petroleum products. These were partly offset by a continuation in the fall of exports of semi-manufactures, especially metals and metal manufactures.

Imports were also higher in the last four months. At £378 m. a month, seasonally adjusted, they were 1 per cent more than in the fourth quarter of last year though still below the peak rate of the middle of last year. The rise in total imports was caused by increased imports of food, tobacco and fuels, which more than offset a continued fall in imports of industrial materials. The rise in the value of food imports was more than accounted for by the higher price of sugar. Imports of fuels increased by more than £2 m. a month, this being accompanied by a similar increase in exports. Imports of finished goods were lower than in the fourth quarter of last year when imports of ships were particularly high; the trend of these imports is probably still upward.

Re-exports were lower in the first four months of the year so that although exports rose rather more rapidly than imports, the deficit in the balance of trade (the difference between imports c.i.f. and exports and re-exports f.o.b.) was little changed. It averaged £41 m. a month, seasonally adjusted, compared with £42 m. a month in the fourth quarter last year and £52 m. a month in the third quarter.

Because of the marked irregularity of the figures so far this year, the four months have been grouped together in making comparisons with earlier periods.

Exports

The most pronounced change this year has been in exports to Western Europe, and especially to EEC countries, shipments to which had levelled out in the latter part of last year. Exports to each of the EEC countries were at a higher rate in the first four months of 1963 than in the fourth quarter last year. Exports to France and Belgium were both up by more than 10 per cent (and in the case of France this brought the rate to 29 per cent more than a year earlier). Exports to Italy, the Netherlands and West Germany were 4 to 6 per cent more. There was a smaller increase in exports to EFTA countries; in January to April the rate was 2 per cent more than in the fourth quarter last year. Exports to the rest of Western Europe declined.

Exports to the sterling area were 2 per cent higher (comparing January-April with the fourth quarter last year). Almost all this increase was in exports to South Africa, which have been rising rapidly in the past year. Exports to India were a little higher but exports to Australia and New Zealand were unchanged and to the Irish Republic and some of the smaller markets a little lower.

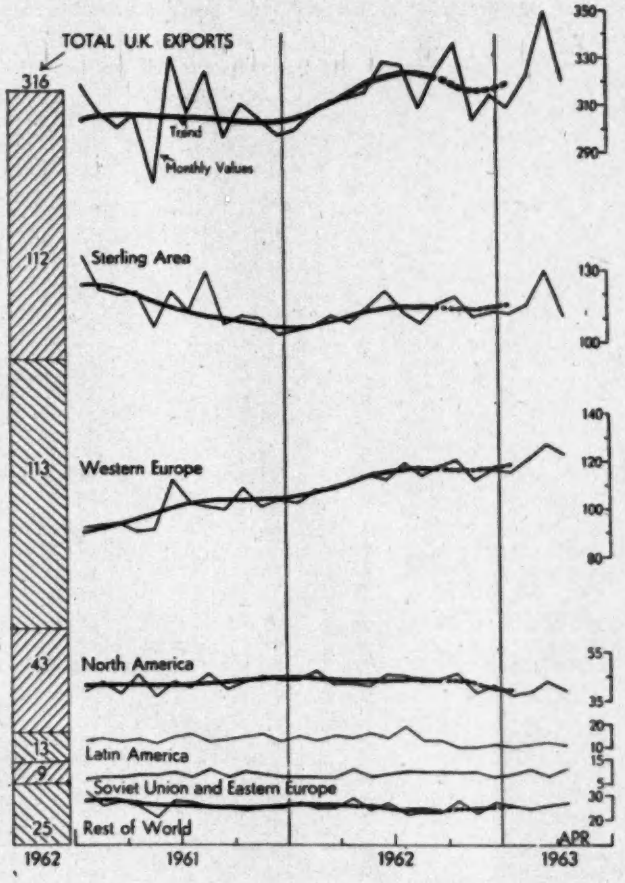
There was a fall of 6 per cent in exports to North America. Most of this was in exports to the United States, and may be partly attributable to shipments held up by the dock strike at the beginning of this year not having yet been made good. There was also a further fall in exports to Canada to a rate more than 20 per cent less than in the same period last year.

Exports to Latin America have recovered a little after their sharp fall towards the end of last year.

The increase in exports this year has been spread over cars, ships, aircraft, a wide range of all kinds of machinery, and scientific

U.K. Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1961	1962				1963				
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.-April	Jan.	Feb.	Mar.	April
Sterling Area	108	108	114	112	114	117	112	115	130	111
Western Europe	105	106	112	117	116	122	115	121	127	123
Economic Community	55	55	60	63	62	66	60	66	69	67
Free Trade Assocn. (inc. Finland)	42	42	43	43	44	44	44	44	45	44
North America	44	45	43	44	42	39	37	38	43	39
Latin America	14	14	15	15	10	11	10	11	12	11
Soviet Union and Eastern Europe	9	8	9	10	9	10	9	11	8	11
Rest of World	25	26	26	23	26	26	26	25	26	27
Total	304	306	319	320	318	325	309	321	349	320

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UK Trade (*Continued*)

United Kingdom Trade

A. Recorded Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·3	13·1
1962 1st Quarter	310·7	375·0	12·7
2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1963 1st Quarter	332·6	381·3	13·3
1962 October	346·6	412·8	14·7
November	315·8	384·4	14·0
November	314·3	346·8	14·0
1963 January	320·0	398·7	11·4
February	314·1	353·5	13·0
March	363·5	391·9	15·4
April	331·7	387·0	13·2

B. Seasonally Adjusted Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 1st Quarter	306	365	12
2nd Quarter	319	373	14
3rd Quarter	320	385	12
4th Quarter	318	374	14
1963 1st Quarter	327	375	12
1962 October	336	388	13
November	304	370	15
December	315	365	14
1963 January	309	361	11
February	321	380	14
March	349	383	12
April	320	388	13
January-April	325	378	12

instruments. Exports of machinery other than electric rose 4 per cent in the early months of the year after a 1 per cent increase in the fourth quarter. Exports of electric machinery and appliances continued to expand and were 6 per cent more than in the fourth quarter. Exports of road motor vehicles had fallen back in the fourth quarter, but recovered sharply in the last four months when they were shipped at a rate 5 per cent more than in the fourth quarter and 5 per cent more than a year earlier. There was also a rise in exports of fuels which, unusually, included substantial quantities of crude and partly refined petroleum. These increases were partly offset by lower exports of semi-manufactures, especially copper, and by a fall in exports of beverages, mostly the result of lower shipments of whisky to the United States.

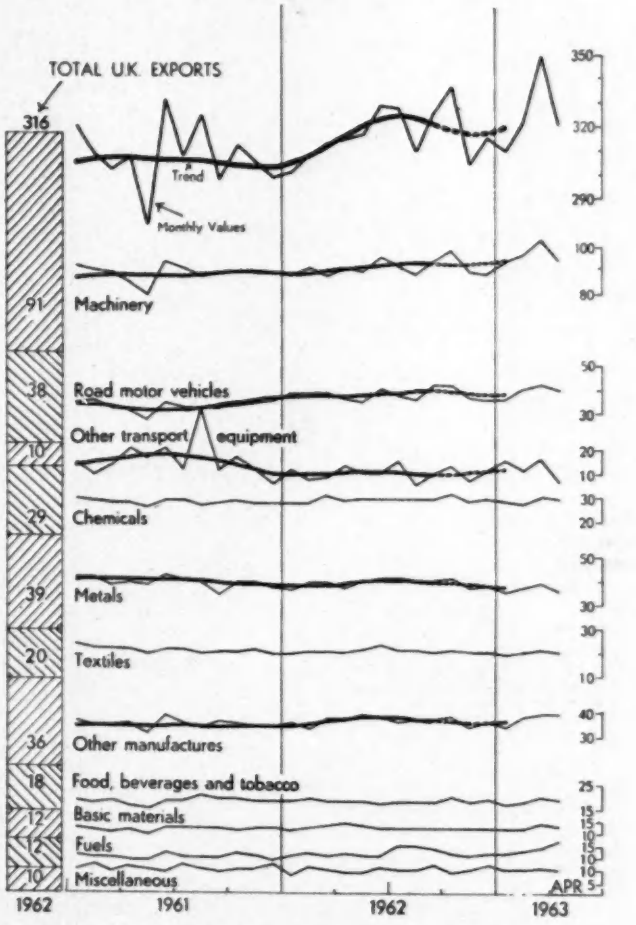
Imports

Imports of food, beverages and tobacco were falling during the second half of last year and the rise so far this year can be entirely attributed to the higher price of sugar imports. The net effect on the balance of payments of this rise, however, will be less than the increase in the value of imports recorded in the Trade Accounts because imports of sugar from the Commonwealth are made at prices fixed under the Commonwealth Sugar Agreement, and not at the world price which is the basis of the valuation in the Trade Accounts. There have been larger imports of beverages, particularly brandy, and of tobacco, but these have been offset by lower imports of dairy produce and cereals and feeding stuffs for animals. Imports of meat and fruit and vegetables have been little changed.

Imports of industrial materials have continued to fall from their minor peak in the autumn of last year. In the first four months of the year there was a reduction of 2 per cent. The fall has been more pronounced in imports of basic materials, which were 3 per cent less than in the fourth quarter, timber imports in particular being markedly lower. There was a smaller reduction in imports of semi-manufactures. Imports of finished manufactures were lower

U.K. Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



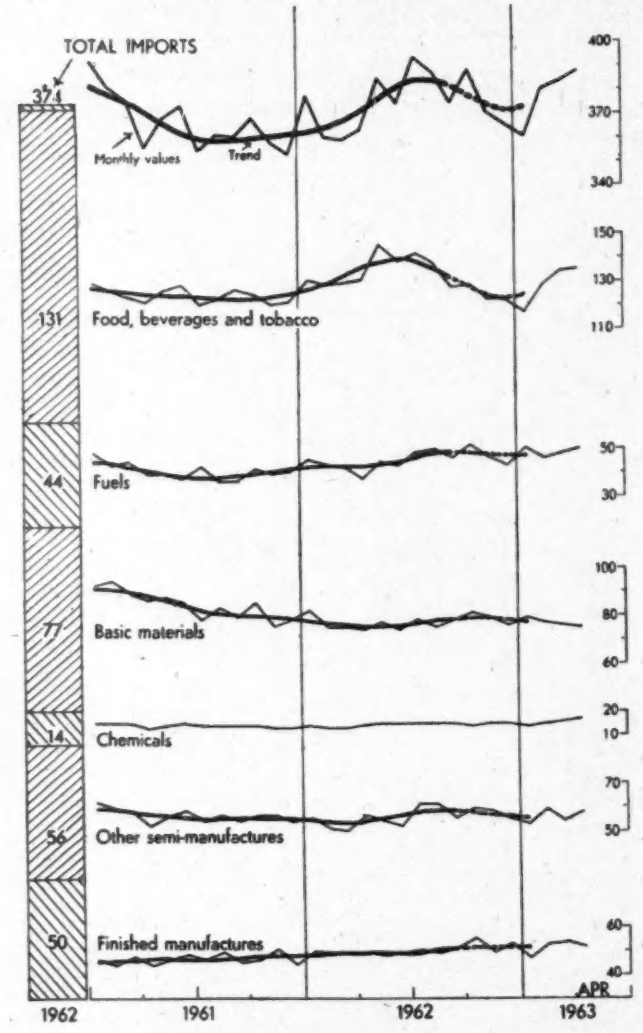
	1961	1962				1963				
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.-April	Jan.	Feb.	Mar.	April
Food, beverages and tobacco	18	18	18	18	19	19	17	18	20	19
Basic materials	12	12	13	12	12	13	12	12	14	13
Fuels	11	11	11	15	12	13	12	13	14	15
Manufactures	253	256	267	266	264	270	259	268	289	264
Machinery and transport equipment	133	135	140	140	140	147	143	146	160	140
Machinery	88	88	92	91	92	96	93	96	102	94
Road motor vehicles	34	38	37	39	38	39	36	40	42	40
Other transport equipment	11	9	11	10	10	12	15	11	16	6
Chemicals	27	28	29	29	29	29	28	27	30	29
Metals and misc. metal mfrs.	38	38	39	40	39	37	35	37	39	36
Textiles	20	20	21	20	20	20	19	20	21	20
Other mfrs.	35	35	39	37	36	37	34	38	39	39
Miscellaneous	11	9	10	11	11	10	10	10	11	10
Total	304	306	319	320	318	325	309	321	349	320

(*Continued on next page*)

UK Trade *Continued)*

Imports: Commodity Classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1961	1962				1963				
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.-April	Jan.	Feb.	Mar.	April
Food, beverages and tobacco	122	129	138	135	124	128	117	128	134	135
Fuels	40	43	41	48	46	49	50	46	48	50
Basic materials	79	77	75	77	79	77	79	77	76	75
Chemicals	13	13	15	15	15	15	14	15	16	17
Other semi-manufactures	55	52	54	59	57	56	53	59	54	58
Finished manufactures	47	49	49	50	52	52	47	53	54	52
Miscellaneous	2	1	1	1	2	1	1	2	1	2
Total	359	365	373	385	374	378	361	380	383	388

than in the latter part of last year wholly because of bunching in the timing of arrivals of ships. There has been a substantial increase in imports of cars this year and continued growth in imports of clothing. Imports of capital goods have shown no further growth for some time, as might be expected with a reduced rate of business fixed investment.

There has been very little change in the area pattern of imports since the last quarter of last year. The most pronounced movement has been a rise in imports from Latin America. Imports from the sterling area rose a little, the largest increase being in shipments from India. On the other hand there was a moderate fall in imports from Western Europe spread equally between EEC and EFTA. Imports from North America were unchanged.

Notes: The tables below the charts show the seasonally adjusted figures only for the last quarter of 1961, the four quarters of 1962, the period January-April 1963 and for the last four calendar months. Figures for earlier periods can be supplied. Application should be made to The Board of Trade, Statistics Division (seasonal adjustment), Room D.53, Hillgate House, 35 Old Bailey, London, E.C.4.

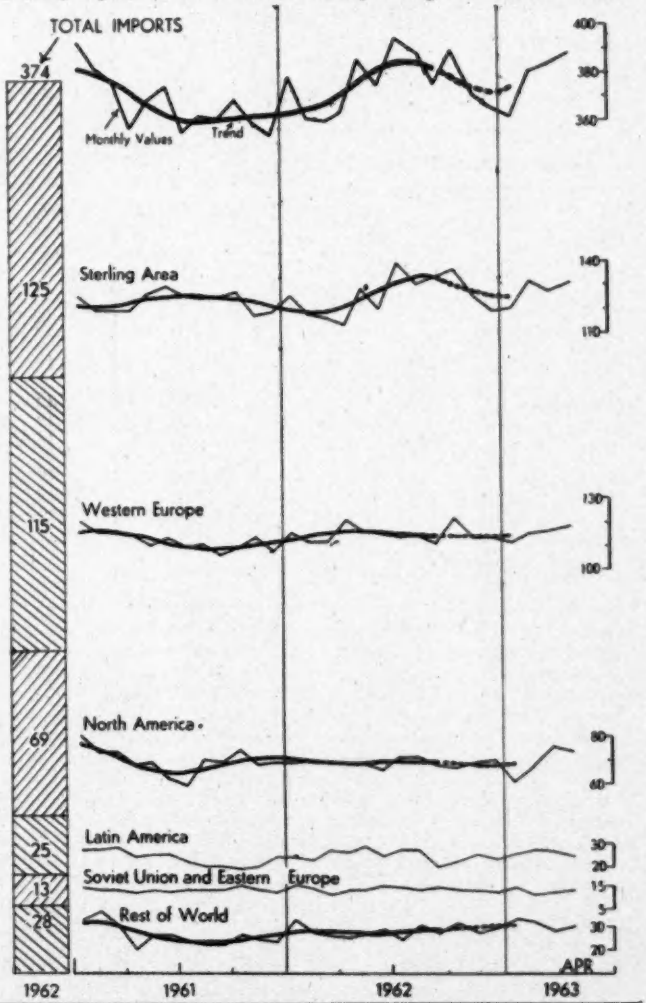
Detailed particulars of United Kingdom imports, exports and re-exports were published on May 27* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for June† due to be published on or about June 27.

* Accounts relating to Trade and Navigation of the United Kingdom, April 1963, H.M. Stationery Office. Price 30s. 0d. (by post 31s. 0d.).

† Report on Overseas Trade published by H.M. Stationery Office, Price 3s. 6d. (by post 3s. 10d.). Annual subscription £2 6s.

Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1961	1962				1963				
	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.-April	Jan.	Feb.	Mar.	April
Sterling Area	120	120	121	134	126	127	120	131	127	130
Western Europe	110	113	118	113	116	115	111	115	116	118
North America	71	70	68	70	69	69	61	67	75	73
Latin America	21	25	26	24	23	26	25	27	26	24
Soviet Union and Eastern Europe	13	13	13	13	13	12	14	11	12	13
Rest of World	25	29	27	28	29	31	33	32	28	30
Total	359	365	373	385	374	378	361	380	383	388

Number of Air Passengers Exceeds Sea Passengers in 1962

NEARLY FIFTEEN MILLION passengers travelled to and from the United Kingdom in 1962. This figure is nearly 820,000, or 6 per cent more than in 1961, a rather smaller increase than in the previous year.

Sea figures rose by only 2 per cent and air figures by 9 per cent compared with those for the previous year (which, in turn, had shown increases of 3 per cent and 18 per cent compared with the 1960 figures).

Air travel continued to increase on all routes, and for the first time total air passengers for the whole year exceeded total sea passengers—by 6 per cent.

Continental Routes

Passenger movement between the United Kingdom and the Continent rose by 7 per cent in 1962 compared with 1961 (which had shown an increase of 12 per cent compared with 1960). Sea traffic rose by 5 per cent (the same increase as in 1961): this 1961-2 increase was largely a result of increases in the numbers of passengers travelling to and from Belgium and France.

Belgian vessels carried 8 per cent more passengers than in 1961, whereas the number carried in French ships declined by nearly 6 per cent. The number of passengers carried in British vessels increased by 8 per cent – 14 per cent in 1961 compared with 1960.

In spite of a lower rate of increase in air travel to and from the Continent in 1962 – 10 per cent compared with 20 per cent in 1961 – the number of air passengers travelling on these routes exceeded the number of sea passengers for the first time. The highest increases, compared with the previous year, were shown by Spain (31 per cent), Belgium (29 per cent), and Italy (12 per cent).

Non-European Routes

Passenger traffic between the United Kingdom and Non-European countries in 1962 was 7 per cent higher than in 1961. Sea figures showed little change, a decline of 6 per cent in the number of Commonwealth citizens travelling to and from the United Kingdom being offset by an increase of 16 per cent in the number of aliens. Passengers travelling by sea to and from the United States increased by 9 per cent following the fall of 11 per cent in 1961.

Emigration of Commonwealth citizens by the long sea routes in 1962 remained at much the same level as in 1961; immigration

(*Continued on page* 1247)

Table 1. Summary of United Kingdom Passenger Movement

(Excluding movement across the land frontier between the Irish Republic and Northern Ireland, passengers travelling between the Channel Islands and Great Britain, passengers carried in aircraft chartered by British Government Departments and, as far as possible, passengers travelling by sea on pleasure cruises and day trips, and H.M. and other Armed Forces travelling in the course of their duties).

Thousands of passengers

		Total		European Continent and Mediterranean Sea Area		Non-Europe		Irish Republic	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Total:	1962	7,488	7,410	5,402	5,347	939	928	1,147	1,135
	1961	7,124	6,955	5,058(a)	4,963(a)	898 (a)	842 (a)	1,168	1,150
	1960	6,446	6,324	4,494(a)	4,438(a)	841 (a)	810 (a)	1,111	1,076
By Sea	1962	3,622	3,601	2,647	2,631	276	287	699	683
	1961	3,576	3,487	2,544	2,486	289	280	744	720
	1960	3,458	3,368	2,405	2,367	303	290	749	710
By Air	1962	3,866	3,809	2,755	2,716	663	642	448	452
	1961	3,547	3,469(a)	2,514(a)	2,477(a)	609 (a)	562 (a)	425	430
	1960	2,988	2,956	2,089(a)	2,070(a)	537 (a)	520 (a)	361	366

(a) Amended figures.

Table 2. Passenger Movement by Sea between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

COUNTRIES IN WHICH PASSENGERS LANDED OR EMBARKED

Thousands of passengers

	Year	To U.K.	From U.K.
Total[1], All Countries	1962	2,647	2,631
	1961	2,544	2,486
	1960	2,405	2,367
Belgium	1962	682	688
	1961	627	634
	1960	661	673
Denmark	1962	44	41
	1961	43	39
	1960	46	42
France	1962	1,523	1,476
	1961	1,463	1,387
	1960	1,290	1,219
Holland	1962	288	314
	1961	299	316
	1960	301	327
Norway	1962	64	67
	1961	64	65
	1960	61	63
Sweden	1962	22	20
	1961	23	21
	1960	22	20
Others (a)	1962	23	26
	1961	23	23
	1960	24	24

(a) Including passengers to and from North African and Middle East countries for 1961 and 1962.

Table 3. Passenger Movement by Sea Between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

FLAGS OF CARRYING VESSELS

Thousands of passengers

	Year	To U.K.	From U.K.
Total, All Flags	1962	2,647	2,631
	1961	2,544	2,486
	1960	2,405	2,367
British	1962	1,234	1,307
	1961	1,183	1,179
	1960	1,040	1,039
Foreign	1962	1,413	1,323
	1961	1,360	1,307
	1960	1,364	1,329
Belgian	1962	676	681
	1961	622	629
	1960	657	667
Danish	1962	42	39
	1961	42	38
	1960	44	40
Dutch	1962	111	124
	1961	107	117
	1960	109	123
French	1962	483	378
	1961	488	423
	1960	458	402
Norwegian	1962	63	66
	1961	63	65
	1960	61	63
Swedish	1962	22	19
	1961	23	21
	1960	22	20
Other Foreign	1962	16	16
	1961	15	15
	1960	13	13

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Passenger Movement (*Continued*)

Table 4. Passenger Movement by Air between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All Countries (a)	1962	2,755	2,716
	1961	2,514	2,477
	1960	2,089	2,070
Commonwealth Countries (b)	1962	65	67
	1961	56	58
	1960	46	47
Foreign Countries (a)	1962	2,690	2,649
	1961	2,458	2,419
	1960	2,043	2,024
Austria	1962	26	26
	1961	26	26
	1960	22	21
Belgium	1962	309	311
	1961	240	241
	1960	168	169
Denmark	1962	73	74
	1961	67	67
	1960	55	53
France	1962	834	817
	1961	813	798
	1960	713	703
Germany	1962	246	246
	1961	229	231
	1960	208	212
Holland	1962	259	260
	1961	247	247
	1960	226	232
Italy	1962	233	227
	1961	209	203
	1960	155	148
Middle East Countries (a) (c)	1962	62	54
	1961	55	49
	1960	40	40
Norway	1962	36	36
	1961	37	37
	1960	32	32
Portugal	1962	23	22
	1961	24	22
	1960	22	20
Spain	1962	233	232
	1961	179	178
	1960	123	122
Sweden	1962	29	26
	1961	25	24
	1960	22	21
Switzerland	1962	231	225
	1961	218	212
	1960	191	188
Others (d)	1962	96	91
	1961	89	84
	1960	66	62

(a) Amended figures for 1960 and 1961.
(b) Malta, Gibraltar and Cyprus.
(c) United Arab Republic, Lebanon, Israel, Jordan, Sudan, Iraq, Iran and Persian Gulf States.
(d) Including Libya, Tunisia, Morocco and French North Africa for 1961 and 1962: in 1960 the figures for these countries are included in Table 9 for the countries outside Europe.

Table 5. Passengers Travelling Direct by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

ANALYSIS BY NATIONALITY

Thousands of passengers

		Total		Aliens		Commonwealth Citizens	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Year	1962	275·9	286·8	76·0	70·6	199·9	216·2
	1961	288·9	280·4	66·4	60·0	222·5	220·4
	1960	303·4	290·2	76·8	64·9	226·7	225·2

Table 6. Commonwealth Citizens Travelling Direct by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

ANALYSIS OF TRAVELLERS

Thousands of passengers

		Total		United Kingdom Residents		Overseas Visitors		Migrants		Irish Republican Citizens in Transit	
		To	From	To	From	To	From	To	From	To	From
Year	1962	199·9	216·2	48·1	46·4	83·0	77·5	68·0	91·2	0·7	1·1
	1961	222·5	220·4	45·6	44·3	92·6	84·1	83·7	91·0	0·6	1·1
	1960	226·7	225·2	51·3	44·9	94·3	90·5	80·2	88·7	0·9	1·1

Table 7. Overseas Commonwealth Citizens Travelling Direct by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

Thousands of passengers

Countries of last or intended future permanent residence (a)		To United Kingdom			From United Kingdom		
		Overseas Visitors	Immigrants	Total	Overseas Visitors	Emigrants	Total
Total, All Countries	1962	83·0	68·0	151·1	77·5	91·2	168·7
	1961	92·6	83·7	176·3	84·1	91·0	175·1
	1960	94·3	80·2	174·5	90·5	88·7	179·2
Commonwealth Countries (b)	1962	68·2	58·8	127·0	65·1	78·4	143·5
	1961	71·2	70·5	141·7	65·7	78·5	144·2
	1960	73·0	68·2	141·3	71·0	76·6	147·7
Australia	1962	16·5	12·3	28·8	16·0	35·5	51·5
	1961	17·6	11·8	29·4	15·4	40·6	56·0
	1960	15·3	12·6	27·9	15·2	39.2	54·4
British West Indies and Bermuda	1962	3·5	11·3	14·8	3·2	6·4	9·6
	1961	3·5	18·0	21·5	3·3	3·8	7·1
	1960	3·8	15·6	19·4	3·5	3·5	7·0
Canada	1962	20·4	7·4	27·8	20·6	10·7	31·3
	1961	21·3	10·3	31·6	20·7	9·3	30·1
	1960	24·4	11·2	35·6	21·5	10·9	32·4
East Africa	1962	3·2	3·6	6·8	2·3	1·2	3·5
	1961	3·2	1·9	5·0	2·9	1·2	4·1
	1960	3·5	1·3	4·8	4·1	0·9	5·0
Federation of Rhodesia and Nyasaland	1962	3·9	2·2	6·1	5·3	1·6	6·8
	1961	4·5	3·0	7·4	4·9	1·4	6·3
	1960	4·7	2·9	7·6	5·7	2·0	7·6
India, Pakistan and Ceylon	1962	4·0	6·4	10·4	3·8	3·3	7·1
	1961	4·6	8·2	12·8	4·2	3·6	7·8
	1960	4·7	6·3	11·0	5·0	3·3	8·3
Malaya and Singapore	1962	1·6	3·3	4·9	1·1	2·1	3·1
	1961	1·8	3·9	5·7	1·2	3·4	4·7
	1960	2·0	4·6	6·6	1·8	4·3	6·1
New Zealand	1962	7·1	3·9	11·0	6·1	10·8	16·9
	1961	6·9	4·0	11·0	5·5	9·1	14·5
	1960	6·1	4·7	10·8	5·2	6·5	11·7
West Africa	1962	4·6	4·2	8·8	4·2	4·3	8·5
	1961	4·6	4·8	9·4	5·0	4·0	8·9
	1960	5·3	3·6	8·9	5·9	3·3	9·2
Other Commonwealth Countries	1962	3·3	4·2	7·5	2·6	2·6	5·2
	1961	3·2	4·7	7·9	2·5	2·2	4·7
	1960	3·3	5·1	8·5	3·0	2·7	5·8
Foreign Countries (b)	1962	14·7	9·3	24·0	12·3	12·8	25·1
	1961	20·7	12·8	33·5	16·8	10·6	27·4
	1960	21·3	11·9	33·2	19·5	12·0	31·5
Central and South America	1962	1·8	0·7	2·5	1·6	0·8	2·3
	1961	2·1	0·8	2·9	1·7	0·7	2·4
	1960	2·0	0·9	2·9	1·8	0·6	2·4
South Africa (c)	1962	5·9	3·4	9·4	4·4	3·6	8·0
	1961	11·1	6·6	17·7	9·1	2·2	11·3
	1960	12·1	6·0	18·1	11·2	2·8	14·0
United States of America	1962	5·8	4·6	10·4	5·4	7·9	13·3
	1961	6·2	4·6	10·9	5·2	7·1	12·3
	1960	6·1	4·1	10·2	5·4	7·8	13·2
Other Foreign Countries	1962	1·2	0·5	1·8	0·9	0·5	1·5
	1961	1·2	0·8	2·0	0·9	0·5	1·4
	1960	1·2	0·9	2·0	1·1	0·8	1·9
Country Not Stated	1962	0·1	—	0·1	0·1	—	0·1
	1961	0·7	0·4	1·2	1·6	1·9	3·5
	1960	—	—	—	—	—	—

(a) Residence for more than a year is treated as 'Permanent Residence' for the purpose of this classification.
(b) Revised figures for 1960 and 1961 resulting from the changed position of South Africa in this table.
(c) South Africa seceded from the Commonwealth on June 1, 1962. Most South Africans

(*Footnote continued at foot of facing page*)

Passenger Movement (*Continued*)

fell by 19 per cent after the 4 per cent rise in 1961. The number of Commonwealth citizens immigrating from Canada on the long sea routes fell by 28 per cent and from the West Indies by 37 per cent. In this connection it is relevant to note that Part I of the Commonwealth Immigrants Act came into force on July 1, 1962.

Air travel to and from Non-European countries in 1962 increased by 11 per cent compared with 1961 (the same increase as in that year compared with 1960). The biggest increases were recorded in figures of passengers travelling to and from the United States (15 per cent) and Canada (12 per cent).

Irish Republic

Total passenger movement between the United Kingdom and the Irish Republic in 1962 showed a fall of 2 per cent compared with 1961 (which had shown an increase of 6 per cent compared with 1960). Sea traffic declined by 6 per cent: air traffic rose by only 5 per cent (18 per cent in the previous year).

Table 8. Passenger Movement by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

ANALYSIS BY COUNTRY OF ARRIVAL AND DEPARTURE

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All Countries	1962	275·9	286·8
	1961	288·9	280·4
	1960	303·4	290·2
Commonwealth Countries (a)	1962	142·0	156·9
	1961	157·6	161·5
	1960	157·6	160·5
Australia	1962	34·5	55·3
	1961	34·6	59·6
	1960	32·8	56·4
British West Indies and Bermuda	1962	17·6	11·3
	1961	23·8	8·9
	1960	22·0	8·7
Canada	1962	40·7	44·1
	1961	47·1	44·5
	1960	51·7	47·2
East Africa	1962	5·6	3·9
	1961	5·0	5·1
	1960	5·4	5·5
India, Pakistan and Ceylon	1962	11·5	8·0
	1961	14·1	9·0
	1960	12·2	9·1
Malaya and Singapore	1962	5·9	4·0
	1961	6·5	5·7
	1960	7·4	6·8
New Zealand	1962	11·5	16·6
	1961	10·9	14·9
	1960	9·9	11·4
West Africa	1962	9·9	9·3
	1961	9·7	9·7
	1960	10·0	10·5
Other Commonwealth Countries	1962	4·8	4·4
	1961	5·9	4·1
	1960	6·2	4·8
Foreign Countries (a)	1962	133·6	129·7
	1961	131·2	118·9
	1960	145·8	129·7
Central and South America	1962	4·1	4·8
	1961	4·8	5·1
	1960	4·6	4·5
South Africa (b)	1962	26·5	28·2
	1961	30·8	24·9
	1960	32·4	27·5
United States of America	1962	90·1	84·3
	1961	82·7	76·7
	1960	94·3	84·6
Other Foreign Countries	1962	12·9	12·4
	1961	12·9	12·2
	1960	14·6	13·0
Country Not Stated	1962	0·3	0·1
	1961	0·2	—
	1960	—	—

(a) Revised figures for 1960 resulting from the changed position of South Africa in this table.
(b) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation, it is shown under Foreign Countries for all three periods covered by the table.

became aliens from this date and are therefore excluded from the table. To simplify presentation, South Africa is shown under Foreign Countries for all three periods covered by the table. The actual figures relating to arrivals in and departures from the United Kingdom from June-December, 1962, are: overseas visitors 1,381; immigrants 1,170; and overseas visitors 1,908; emigrants 2,228, respectively.

Table 9. Passenger Movement by Air between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All Countries (a)	1962	663·2	641·6
	1961	608·6	562·1
	1960	537·5	520·1
Commonwealth Countries (a) (b)	1962	301·3	275·1
	1961	2 2·3	245·8
	1960	228·3	210·8
Australia	1962	6·3	10·0
	1961	5·1	7·5
	1960	4·9	7·5
British West Indies and Bermuda	1962	40·8	20·1
	1961	46·5	15·7
	1960	28·6	10·5
Canada	1962	116·9	124·9
	1961	106·0	109·4
	1960	85·3	92·2
East Africa	1962	31·4	28·8
	1961	32·8	24·7
	1960	24·0	21·5
Federation of Rhodesia and Nyasaland	1962	14·2	14·1
	1961	13·6	12·2
	1960	12·2	10·7
India, Pakistan and Ceylon	1962	40·4	26·3
	1961	38·3	24·4
	1960	27·9	21·0
Malaya and Singapore	1962	9·0	10·1
	1961	9·3	10·3 (c)
	1960	8·1	9·0
West Africa	1962	31·8	31·0
	1961	30·9	33·0
	1960	29·1	31·1
Other Commonwealth Countries (a)	1962	10·5	10·1
	1961	9·8	8·5
	1960	8·3	7·4
Foreign Countries (b)	1962	361·9	366·5
	1961	316·3	316·3
	1960	309·1	309·4
Central and South America	1962	6·9	6·1
	1961	7·9	6·4
	1960	7·8	6·0
South Africa (d)	1962	11·5	13·3
	1961	10·9	11·1
	1960	9·5	9·5
United States of America	1962	329·2	333·8
	1961	286·5	288·8
	1960	281·3	284·0
Other Foreign Countries (e)	1962	14·4	13·3
	1961	11·1	10·0
	1960	10·5	9·8

(a) Amended figures for 1960 and 1961.
(b) Revised figures for 1960 and 1961 resulting from the changed position of South Africa in this table.
(c) Amended figure.
(d) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation, it is shown under Foreign Countries for all three periods covered by the table.
(e) Including Libya, Tunisia, Morocco and French North Africa for 1960; in 1961 and 1962 the figures for these countries are included in Table 4 for the European Continent.

(*Continued on next page*)

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Passenger Movement (*Continued*)

Table 10. Sea Passenger Movement by Ports

Thousands of passengers

	Total			To United Kingdom			From United Kingdom		
	1962	1961	1960	1962	1961	1960	1962	1961	1960
Between the United Kingdom and the European Continent:									
All Ports	5,278	5,030	4,772	2,647	2,544	2,405	2,631	2,486	2,367
Dover	3,048	2,794	2,679	1,535	1,400	1,344	1,513	1,393	1,335
Folkestone	896	840	736	460	451	392	436	389	344
Harwich	638	653	674	307	320	325	332	333	349
Hull	25	25	21	13	13	11	12	12	10
London	84	82	79	44	43	40	40	40	39
Newhaven	288	340	310	142	172	158	145	168	153
Southampton	146	143	124	71	70	62	75	74	62
Tyne Ports	139	139	134	69	69	66	70	70	68(a)
Other Ports	14	14	15	7	7	8	7	7	8
Between the United Kingdom and Non-European Countries:									
All Ports	563	569	594	276	289	303	287	280	290
Bristol	2	2	2	1	1	1	1	1	1
Glasgow	2	2	2	—	1	1	1	1	1
Liverpool	86	88	92	39	42	45	47	45	47
London	98	123	127	46	57	58	52	65	69
Plymouth	7	8	11	5	8	8	2	—	3
Southampton	349	328	340	174	169	180	175	160	161
Other Ports	19	19	19	10	11	11	9	8	8
Between the United Kingdom and the Irish Republic:									
All Ports	1,382	1,464	1,460	699	744	749	683	720	710
Fishguard	252	270	270	126	136	137	126	134	133
Glasgow	53	56	39	27	29	20	26	27	18
Holyhead	797	844	893	404	431	458	394	413	435
Liverpool	268	284	240	136	143	125	132	141	115
Other Ports	12	10	18	6	5	9	6	5	9

(a) Amended figure.

Table 11. Passenger Movement by Sea between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

FLAGS OF CARRYING VESSELS

Thousands of passengers

Nationality of Passengers		Flag									
		Total	United Kingdom	Rest of Sterling Area	Dutch	French	German	Norwegian	Panamanian	United States	Other Foreign
Total, all Passengers:											
To U.K.	1962	275·9	194·5	0·4	18·0	13·8	3·7	2·0	6·4	12·7	24·4
	1961	288·9	207·1	0·3	19·3	7·4	4·6	2·1	6·8	12·4	28·9
	1960	303·4	212·7		21·2	8·2	5·3	3·1	8·4	14·2	30·4
From U.K.	1962	286·8	207·1	0·3	15·8	12·2	3·3	2·2	8·4	15·2	22·1
	1961	280·4	211·9	0·3	16·7	6·8	4·0	2·2	10·0	13·0	15·6
	1960	290·2	212·3		19·9	8·9	4·4	3·7	10·8	15·1	14·9
Commonwealth Citizens:											
To U.K.	1962	199·9	152·9	0·3	9·3	4·2	1·9	1·7	5·8	2·6	21·1
	1961	222·5	169·1	0·3	10·4	3·1	2·2	1·7	6·0	3·1	26·6
From U.K.	1962	216·2	167·5	0·3	9·0	4·2	1·7	1·8	7·9	3·0	20·7
	1961	220·4	176·2	0·3	9·7	3·4	2·2	1·8	9·5	3·1	14·3
Aliens:											
To U.K.	1962	76·0	41·6	—	8·7	9·6	1·8	0·3	0·6	10·1	3·3
	1961	66·4	38·0	—	8·9	4·2	2·5	0·4	0·7	9·3	2·3
From U.K.	1962	70·6	39·6	—	6·8	8·0	1·6	0·4	0·5	12·2	1·4
	1961	60·0	35·8	—	7·0	3·5	1·8	0·4	0·4	9·9	1·3

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Sales by Mail Order

MAIL ORDER SALES through all channels reported in the Census of Distribution for 1961 amounted to £276m., around 3 per cent of all retail sales; and what more recent evidence there is suggests that last year's figure reached £300m. Three groups, comprising a number of general mail order houses, accounted for half of this trade.

This Census of Distribution required all large retailers, as well as specialist mail order businesses, to give figures of their sales through mail order departments; and this was supplemented by the same question being put to manufacturers in the 1961 Census of Production and to wholesalers in the 1961 Inquiry into the Distributive and Service Trades. Table 1 shows how much businesses in each of these fields contributed to the total.

Table 1. Summary of sales by mail order, 1961

	Mail order sales
	£m.
TOTAL	276·4
Retail organizations	238·6
Mail order businesses (a)	226·7
General mail order houses	205·4
Other mail order businesses (b)	21·3
Multiple retailers with 5 or more establishments	5·9
Department Stores	1·1
Other kinds of business	4·8
Large independents (c)	6·0
Department stores	2·4
Other kinds of business	3·6
Manufacturing industries (d)	33·9
Engineering and electrical goods	2·5
Clothing and footwear	2·5
Timber, furniture, etc.	9·4
Paper, printing and publishing	13·5
All other manufacturing industries	6·0
Wholesale trades (e)	3·9

(a) Retail businesses all of whose establishments are engaged in selling by mail order.
(b) Includes estimates for non-respondents among smaller businesses.
(c) Retail businesses with 1 to 4 branches and 25 or more persons engaged.
(d) Order III-XVI of the Standard Industrial Classification.
(e) Minimum List Headings 810, 831, 832 of the S.I.C. (i.e. wholesalers; dealers in coal, builders' materials, grain and agricultural supplies; dealing in other industrial materials and machinery).

Department store organizations accounted for £3.5m. of the total £11.9m. mail order sales by large retailers, and booksellers and stationers for £3.6m. Manufacturers' mail order sales, amounting to £33.9m. were analysed by industry in an article published in the *Board of Trade Journal* of February 15; among the main products they sold by mail order were books and magazines, and portable buildings.

The rest of this note, and Tables 2 and 3, are concerned only with businesses specializing in selling by mail order.

Growth of mail order businesses

Although there are several hundred small mail order businesses each with sales confined to no more than a handful of different commodities, 91 per cent of the 1961 sales of all mail order businesses was in the hands of 28 firms classified as general mail order houses and selling a wide range of goods; their share of the total had increased from 77 per cent in 1950 and 87 per cent in 1957. A few of these general houses were quite small, but at the other extreme they included what are believed to be the largest mail order groups in the world outside the United States. An analysis of the general mail order houses is given below according to the size of the enterprise (i.e. the group, not the individual companies of which it is made up).

General mail order enterprises, 1961

Turnover	Enterprises (number)	Organizations (number)	Turnover (£m.)
Total	19	28	205·4
£1,000,000 and under	6	6	1·5
£1,000,001 to £5,000,000	7	8	18·5
Over £5,000,000	6	14	185·4

(For those enterprises also engaged in ordinary retailing, the above figures relate only to their mail order companies.)

General mail order houses increased their turnover by 87 per cent between 1957 and 1961, very much more than retailers generally, although the annual rate of increase was not quite so fast

CENSUS OF DISTRIBUTION FOR 1961

This article is one of a series to be published on certain aspects of the 1961 Census of Distribution. The first results of the Census were presented in the Journal of February 8, 1963. That article included a description of the method of taking the Census, full notes and definitions of the terms used, and an account of the details to be published in the final reports.

An article on manufacturers' direct sales to the public in 1961, based on an inquiry taken to supplement the results of the Census of Distribution, appeared in the Journal of February 15.

Copies of these articles are available on application to the Census Office, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex (Tel.: Pinner 8771, Ext. 227).

Table 2. Sales of mail order businesses by kind of business

	1950		1957		1961	
	Number of organizations	Turnover	Number of organizations	Turnover	Number of organizations	Turnover
		£'000		£'000		£'000
TOTAL	434	45,879	377	126,312	556	226,673
General mail order houses	24	35,228	30	109,980	28	205,357
Dealers in:						
Food, confectionery and tobacco	26	916	13	399	9	386
Clothing and footwear	82	2,577	59	5,432	81	6,676
Household goods	50	907	42	1,784	121	4,747
Other non-food traders:						
Booksellers, stationers	47	876	25	969	24	872
Chemists, photographic dealers	15	68	11	198	9	133
Jewellery, leather and sports goods	30	508	23	698	20	1,411
Nurserymen and seedsmen	107	4,064	143	6,041	227	6,099
Other non-food	53	736	31	811	37	992

Table 3. Sales of mail order businesses by commodity groups

	1950	1957	1961
	£m.	£m.	£m.
TOTAL	45·9	126·3	226·7
Food, drink and tobacco (including confectionery)	1·2	·8	4·2
Newspapers, periodicals, books, stationery and office equipment and supplies	1·0	1·0	1·5
Furniture and bedding	2·1	8·6	13·8
Floor coverings	6·7	5·8	9·9
Household textiles, soft furnishings		10·6	17·3
Radio and electrical goods (including musical instruments)	·5	3·4	12·8
Other household goods (including cycles and perambulators)	2·8	14·7	22·1
Men's and boys' wear	4·9	13·4	25·2
Women's, girls' and infants' wear, haberdashery and other drapery goods	12·3	34·1	64·6
Footwear	6·3	14·3	24·4
Leather goods, fancy and sports goods and toys	1·9	7·5	12·9
Jewellery, watches and clocks, gold and silverware	·9	3·9	7·4
Drugs, etc., toilet preparations and requisites	·1	·1	·4
Photographic goods	·1	·4	1·2
Optical and scientific goods	·1	·7	·6
Horticultural supplies and sundries	3·8	5·9	5·9
Other goods and services	1·1	1·3	2·4

as between 1950 and 1957. The smaller mail order businesses specializing in particular commodities increased their sales by 31 per cent, this too being more than for retail trade generally (for which the preliminary census figures showed an increase of 18 per cent between 1957 and 1961). The experience of individual firms however varied widely. While some more than doubled their sales (and some, starting from small beginnings, multiplied them several times), others barely held their own.

Goods sold by mail order

The kinds of goods sold were much the same as in 1957. Clothing still predominated, accounting again for half of all sales of mail order businesses. Household goods, as in 1957, made up a third of sales; within this group, the outstanding change was the increased sales of radio and electrical goods. About £2m. of alcoholic drink was sold by mail order; and it appears, from an examination of the answers to the census questions as to whether particular items were sold, that you can buy almost anything by mail order (the only exceptions among a list of 61 items being ice-cream and frozen foods!).

Gross margins and stocks

Gross margins of general mail order houses were 38.2 per cent of turnover in 1961; in 1957 and 1950 they were 35.7 per cent and 28.7 per cent respectively, these margins being rather higher than those for department stores, the kind of business with the most nearly similar commodity pattern. However, different businesses are very differently conducted, and the gross margins of general mail order houses ranged from about 20 per cent to over 60 per cent.

The rate of stock turnover worsened between 1957 and 1961; the ratio of turnover to end-year stocks was 10·3 for 1961, compared with 12·1 for 1957 and 11·1 for 1950. Mail order houses collectively manage with lower levels of stocks than department stores (some houses carrying no stocks at all).

General mail order houses did almost the whole of their business on credit – £201m. out of £205m., in fact, 98 per cent against 86 per cent in 1957. Amounts owed to these businesses by customers at the end of 1961 totalled £60m.

Mail order businesses employed 40,589 persons all told, compared with 28,489 in 1957. 33,652 were employed by general mail order houses alone, and their wage bill amounted to 6·2 per cent of total turnover. (These figures do not include the agents or 'club' organizers operating on behalf of the 'catalogue' mail order traders on a commission basis, whose numbers have been unofficially estimated to be approaching a million – this figure probably including a sizeable element of duplication since some agents handle more than one catalogue).

Coverage and response

Mail order trading includes advertising goods for sale and sending them, usually by post, direct to the customer; catalogue trading, where agents or 'club' organizers show a trader's catalogue to prospective customers, order on their behalf, and sometimes have the goods despatched to them instead of to the customer; and direct mail canvassing with offers of goods, which are then supplied by post. The latter method is more usually operated by manufacturers than by mail order businesses or ordinary retailers. The method of 'direct selling' which consists in advertising which invites customers to ask for the demonstration of goods at the customer's home, with direct delivery of goods purchased, has not been included.

The figures in this article are slightly deficient in that they do not cover all of the many very small traders selling by mail order, often only for a short time. The difficulties of covering this field completely are illustrated by the fact that while the original register of mail order businesses for the 1961 census consisted of well over a thousand traders (377 of whom submitted returns in 1957, the remainder being obtained from scrutiny of mail order advertisements during 1961), less than half appeared to be trading throughout 1961 and 1962. The others were evidently short-lived and their sales were almost certainly insignificant.

A sample of traders from whom no response had been received by the autumn of 1962 was specially approached, and from this survey an estimate of turnover of £4m. was made in respect of all non-respondents with a continuing business. It was this survey which revealed that many non-respondent businesses were defunct.

The question on sales through a mail order department was not addressed to co-operative societies or to small independent retailers, and a further small amount was missed on that account. On the other hand, the sales reported in this article for mail order businesses include in some cases minor sales made across the counter.

Automatic Vending Machine Operators

TRADERS who owned and operated vending machines, but who were not otherwise engaged in retail trade, increased their sales through machines from £2·3m. in 1957 to £4·1m. in 1961. There were very few of these businesses, though some small firms may not have been covered by the census. Just on three-quarters of sales were accounted for by the three operators whose turnover exceeded £500,000.

Amount of turnover	*Number of Operators*	*Total turnover* £'000
Up to £100,000	19	431
£100,001 - £500,000	4	677
Over £500,000	3	2,964
	26	4,072

The number of vending machines operated by these traders increased from 42,479 to 73,019. These figures are additional to those operated by retailers, sales from which are included in the census totals for retail trade; and they exclude machines loaned or on hire to other traders and serviced by the owner of the site on which the machine is installed.

As in 1957, confectionery was the principal commodity sold, but cigarette sales increased substantially; milk has become an important sales item, and together with other food and drink accounted for 19 per cent of the operators' sales against 3 per cent in 1957. Most of the confectionery machines sold chewing gum only.

Tables A and B summarize the 1961 Census of Distribution returns made by machine operators; these traders are not covered in the general census tables. Some of these operators are associated with or part of businesses manufacturing either machines or the commodities sold, and it is not always possible for them to allocate figures for all census questions precisely to the retail activity.

Table A. Trading Figures, 1957 and 1961

	1957	1961
Organizations	Number 11	Number 26
Machines operated	42,479	73,019
Persons engaged		
Full-time	254	937
Part-time	459	55
	£'000	£'000
Receipts through coin-operated machines: Total	2,297	4,072
Chocolate and sugar confectionery	1,658	1,861
Cigarettes and tobacco	566	1,427
Milk	73	252
Other food and drink		532 (a)
Wages and salaries	195	616
Purchases	1,618	2,957
Stocks		
At beginning of year	199	327
At end of year	217	410
Gross margin	697	1,198
Capital expenditure less disposals	281	401

(a) Includes minor receipts from some non-food items.

Automatic Vending Machines (*Continued*)

Table B. Type of machines operated, 1961

Chocolate and sugar confectionery	
Number of machines	66,329
Number of columns	114,797
Cigarettes and tobacco	
Number of machines	2,619
Number of columns	13,723
Milk machines: Number	446
Other drink machines: Number	1,542
Other machines: Number (a)	2,083

(a) Includes column machines other than for confectionery and cigarettes compartment machines, and other vending machines; separate figures cannot be given because of the possibility of disclosure of details about individual businesses.

Cinema Admissions and Takings in April

DURING April the weekly average of admissions to cinemas in Great Britain was 8·2 m. and the weekly average of gross box office takings was £1·15 m.

British Film Fund Agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended April 27, 1963:

Distributors' earnings submitted:		
High cost films	£645,514	
Low cost films:		
Eligible (after multiplying by 2½)	£79,422	
Not eligible for 2½ times rental	£4,112	
		£729,048
Films of less than 3,000 feet (after multiplying by 2½)		£56,617
		£785,665
Levy collections paid to Agency by H.M. Customs and Excise to May 4, 1963, approximately covering entertainments to April 27, 1963		£307,654

The sixth interim allocation for the sixth distribution period will be at the rate of 39 per cent. In deciding upon this percentage the Members of the Agency kept in mind the President of the Board of Trade's recent statement in the Commons that new regulations would provide for increased payments by the Agency in respect of newsreels.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Rotating Electrical Machinery for January 1963.
Trailers for January 1963.
Rubber for February 1963.
Locomotives for March 1963.
Wood Chipboard for March 1963.

Quarterly at 7s. 6d. a year, post free:
Lace for January-March 1963.
Linen for January-March 1963.
Silk Weaving and Converting for January-March 1963.

Index of Retail Prices in April

AT APRIL 9, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 104·0, compared with 103·7 at March 12. The rise in the index during the month was due mainly to higher rates and water charges in some areas and higher prices for fresh vegetables, which were partly offset by lower prices for eggs.

Note: The Index of Retail Prices replaced the Interim Index from January, 1956. A new set of weights was introduced, based on ascertained expenditure in 1953-54, valued at January, 1956 prices. Weights were also revised in January, 1962 and January, 1963 on the basis of ascertained expenditure in the three years ended June, 1961 and June 1962 respectively, valued at prices obtaining at the date of revision.

Marking of Imported Stationers' Sundries

THE STANDING Committee appointed by the Board of Trade under the Merchandise Marks Act, 1926, will hold a public inquiry at the Board of Trade Offices, Horse Guards Avenue, London, S.W.1, on July 19, beginning at 10.30 a.m., to consider an application to vary the Orders in Council relating to imported stationers' sundries and school rules. This inquiry was to have been held on May 14, but was postponed.

The Board of Trade announced on December 14, 1962, that they had referred this request to the Standing Committee (see *Board of Trade Journal* of December 21, 1962, page 1266).

Communications regarding this inquiry should be addressed to the Secretary, Merchandise Marks Committee, Board of Trade, Room 1101, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2264).

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 24, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
BRITISH					
Modern Rhythm	Grand National Pictures Ltd.	Carisbrooke Films Ltd.	Br/E 28477	11	May 20
The Spell Of The Lakes	Columbia Pictures Corporation Ltd.	Rayant Pictures Ltd., for The British Travel and Holidays Association	Br/E 28479	19	May 22
The Master Spy	Eternal Films Ltd.	Eternal Films Ltd.	Br/E 28480	74	May 23
Impact	Butcher's Film Distributors Ltd.	Butcher's Film Productions Ltd.	Br/E 28481	61	May 23
Night Of The Prowler	" "	" "	Br/E 28482	60	May 23
Pathe Pic. Series 430-442:					
Pathe Pic. No. 441	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 28483	8	May 23
Pathe Pic. No. 442	" "	" "	Br/E 28484	8	May 23
Pathe News 63-41	" "	" "	Br/E 28024	9	May 24
Pathe News 63-42	" "	" "	Br/E 28025	8	May 24
Movietone News 1771A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27971	7	May 24
Movietone News 1772	" "	" "	Br/E 27972	7	May 24
Movietone News 1772A	" "	" "	Br/E 27973	7	May 24
FOREIGN					
The List of Adrian Messenger	Rank Film Distributors Ltd.	Universal International Films Inc.	F 28474	97	May 20
Showdown	" "	" "	F 28475	79	May 20
The Black Buccaneer	Grand National Pictures Ltd.	Max Productions	F 28476	88	May 20
Diamond Head	Columbia Pictures Corporation Ltd.	Jerry Bressler Productions	F 28478	106	May 21
Tall In The Trap	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Incorporated	F 28485	8	May 24
It Happened At The World's Fair	" "	Ted Richmond Productions Inc.	F 28486	104	May 24
Sons Of Thunder	United Artists Corporation Ltd.	Vides Cinematografica S.A.S. & Les Films Ariane, S.A.	F 28487	98	May 24

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Production of Cars and Commercial Road Vehicles in April

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including April 1963, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger Cars (including taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1961 1st Quarter	13	218,003	16,769	119,745	9,211	4,895	377
2nd Quarter	13	283,666	21,820	120,087	9,237	4,423	340
3rd Quarter	13	245,217	18,863	99,849	7,681	3,766	290
4th Quarter	13	257,081	19,775	103,436	7,957	3,966	305
1962 1st Quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd Quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd Quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th Quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st Quarter	13	382,203	29,400	97,431	7,495	4,985	383
1962 February	4	102,518	25,630	33,541	8,385	1,309	327
March	5	130,878	26,176	41,951	8,390	1,759	352
April	4	94,502	23,626	28,875	7,219	1,195	299
1963 February	4	121,872	30,468	30,401	7,600	1,772	443
March	5	155,118	31,023	37,570	7,514	1,756	351
April	4	120,917	30,229	27,117	6,779	1,198	300

Exports

Number

	Passenger Cars (including taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,792	140,728	7,413
1961 1st Quarter	85,219	48,357	1,976
2nd Quarter	93,672	41,231	1,695
3rd Quarter	87,464	35,846	1,464
4th Quarter	104,389	34,611	1,778
1962 1st Quarter	141,762	36,236	2,011
2nd Quarter	146,500	38,205	2,008
3rd Quarter	130,262	32,004	1,636
4th Quarter	126,268	34,283	1,758
1963 1st Quarter	150,305	36,944	1,882
1962 February	45,789	10,382	608
March	46,201	13,393	707
April	51,266	12,592	885
1963 February	49,980	11,737	641
March	55,883	14,143	639
April	53,589	13,317	608

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

May Financial Statistics

The May 1963 issue of 'Financial Statistics' gives a breakdown of the gold and convertible currency reserves as between gold holdings and convertible currency holdings for the first time. Copies: HM Stationery Office. Price 7s. 6d.

Wool Statistics Questionnaire

The results of the 16th annual questionnaire on wool statistics relating to 1962 and earlier years, prepared by the Commonwealth Economic Committee are published as a special supplement to the May issue of the Committee's *Wool Intelligence and Fibres Supplement*. Inquiries for copies: C.E.C., Marlborough House, Pall Mall, London, S.W.1.

Production of Man-made Fibres in April

PRODUCTION OF man-made fibres in April was 24 per cent more than April 1962. Within the total, output of continuous filament yarn was 15 per cent more, and output of staple fibre 32 per cent more.

Total deliveries of man-made fibres in the three months January-March were 13 per cent more than in the same quarter of 1962. Deliveries of continuous filament yarn to the warp knitting and hosiery industries were 16 and 5 per cent more than in the same quarter of the previous year; although deliveries to the weaving industry were 2 per cent less deliveries to other user industries were more, particularly for industrial purposes, which were 11 per cent more. In the same period deliveries of staple fibre to the cotton and woollen spinning industries were 8 and 22 per cent more; deliveries to other spinning systems and sundries were 10 per cent more, and within this total deliveries to the jute spinning industry almost doubled compared with last year. Deliveries of continuous filament yarn for export were 12 per cent. more, and deliveries of staple fibre for export were more than a third higher.

Production

(Million lb. 'delivered by weight' basis)

	Continuous Filament Yarn (Singles)	Staple Fibre	Total
1959 (quarterly average)	58·9	69·8	128·7
1960 (Quarterly average)	67·2	80·8	148·0
1961 (Quarterly average)	65·5	76·4	141·9
1962 (Quarterly average)	72·7	84·1	156·8
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
4th Quarter	78·7	94·7	173·3
1963 1st Quarter	76·7	95·3	172·0
1962 January	23·1	27·1	50·2
February	21·9	24·4	46·3
March	22·7	27·5	50·2
April	22·7	23·8	46·6
1963 January	26·0	31·8	57·7
February	23·7	30·1	53·8
March	27·0	33·4	60·5
April	26·1	31·5	57·6

Deliveries of Continuous Filament Yarns

(Thousand lb., actual weight)

	Year 1961	1962			1963
		Jan.-Mar.	Oct.-Dec.	Year 1962	Jan.-Mar.
Weaving	79,399	20,012	19,128	72,965	19,548
Hosiery	26,911	8,491	8,610	33,409	8,882
Warp knitting	24,148	7,157	7,795	29,820	8,282
Industrial purposes (tyres, etc.)	79,321	20,961	21,407	81,865	23,187
Other purposes	11,637	2,806	2,994	11,260	2,990
Exports as yarn (a)	43,925	15,255	17,369	63,428	17,118
Total	265,340	74,682	77,303	292,746	80,006

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of Staple Fibre

(Thousand lb. actual weight)

	Year 1961	1962			1963
		Jan.-Mar.	Oct.-Dec.	Year 1962	Jan.-Mar.
Cotton spinning	118,043	27,726	29,674	108,817	29,813
Wool spinning	73,515	20,200	24,357	82,694	24,546
Flax spinning	21,490	6,110	6,780	24,078	7,281
Other spinning systems and sundries	29,224	8,740	10,067	35,301	9,613
Exports (a)	65,694	16,911	24,149	85,036	23,085
Total	307,966	79,687	95,027	335,926	94,339

(a) The figures refer to deliveries from the industry for export and may differ from the totals recorded as exports in the monthly trade accounts.

Capital Expenditure of Manufacturing Industry (1948-1962)

THE CURRENT issue of Economic Trends contains an article by the Board of Trade about the capital expenditure of manufacturing industry in the fourteen years from 1948 to 1962. With the help of charts and tables the article illustrates how the cyclical pattern traced by the capital expenditure of manufacturing industry as a whole is made up of a great diversity of experience between different industry groups and between different businesses.

Between 1948 and 1961, the year when manufacturing expenditure reached a peak from whence it has since declined, investment rose nearly four-fold or, in real terms, to a level more than double that of 1948. Over the entire period covered by the article (1948-1962) there were three distinct periods of growth – each followed by a period of pause or recession in expenditure. The first growth period began in or before 1948 and lasted until 1952 (at current prices) reflecting the substantial post-war reconstruction boom – with investment rising steeply from a very low level. This was followed by a short lull in 1953 at the end of the Korean war. There was a new surge forward in expenditure in the four years 1954-1957 with a decline in expenditure in the following two years. Expenditure again rose very sharply in 1960 and in 1961, to be followed by a marked fall in expenditure in 1962, which the results of the latest investment inquiry suggest will continue in 1963.

The article shows in tables and charts the amplitude and timing of the individual capital expenditure cycles of eleven broad groups of industries. While the cycles of some groups follow fairly closely the cyclical pattern of total manufacturing industry (for example, metal manufacturing and motor vehicles), there are other groups where the pattern of growth and pause is quite different from that shown by the total. And there is a wide diversity in the amplitude of the movements in expenditure. In particular, during each of the three periods of growth a few industry groups had very high growth rates. In the first upward period, 1948-1952, the total increase in expenditure at current prices was 67 per cent; four industry groups, however, had increases ranging from over 500 per cent (mineral oil refining) to just over 100 per cent (motor vehicles). In the second period, 1953-1957, when total expenditure increased by 70 per cent over the four years, three industries, metal manufacturing (iron and steel predominating), paper, printing and publishing (paper predominating) and motor vehicles had increases of over 100 per cent. In the third but more marked upswing of 1959-1961, metal manufacturing and motor vehicles again showed increases very much greater than the average increase of 40 per cent, as did also the bricks, glass, pottery, cement, etc., group of industries.

The timing of the expenditure cycles of about seventy individual anonymous businesses over the years 1955 to 1962 are also illustrated in the article. These businesses include some of the largest in British industry and in total account for about one-third of the capital expenditure of manufacturing industry. The pattern of expenditure by individual businesses shows great variability in the length of period between trough and peak and between peak and trough. For some businesses periods of increase and of decrease alternate fairly rapidly; others experience much longer periods of growth; and within an industry there will nearly always be businesses whose upward and downward phases of expenditure differ from those of the industry group as a whole.

The article concludes that fluctuations in industrial investment, which play a recognized part in the rhythm of business fluctuations, have continued since the war; changes in expenditure in some individual industries have played an important role in the timing and amplitude of these broad movements. The changes have been by no means uniform between industries or between individual businesses, so that considerable variability of behaviour underlies the broad pattern of industrial investment in the period investigated in this article. This lack of uniformity reflects the many different influences upon the investment policies of individual firms, ranging from modernization, technical invention, expanding markets, pressure of competition and deployment of liquid assets to changes in management.

Retail Sales in Northern Ireland in March

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland was 6 per cent above the level of a year earlier, compared with no change in February and a 4 per cent increase in January.

Sales by food shops were 4 per cent up on a year earlier, while clothing and footwear shops and household goods shops showed increases of 16 per cent and 7 per cent respectively.

A brief description of these statistics was given in the *Board of Trade Journal* on March 18, 1960 (page 608). Further details may be had on application to Northern Ireland Index of Retail Sales, Room 55, Ministry of Commerce, Chichester Street, Belfast. (Tel. Belfast 28271, Ext. 112).

Index Numbers of Value of Sales per Week (1959 = 100) and Percentage Changes Compared with a Year Earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1961 Year	107	+5	108	+7	108	−4	94	Nil	109	+4
1962 Year	110	+3	113	+5	108	Nil	97	+3	110	+1
1962 Second quarter	109	+4	113	+6	110	−1	98	+6	105	+3
Third quarter	106	+2	110	+5	98	+1	94	−2	108	−1
Fourth quarter	125	+4	120	+6	135	+6	104	+5	134	+2
1963 First quarter	103	+3	114	+4	94	+8	91	+1	93	−1
1962 November	122	+6	119	+6	139	+19	107	+5	119	+13
December	142	+5	126	+5	150	+4	103	+12	177	+4
1963 January	101	+4	113	+6	94	+10	87	Nil	90	−2
February	101	Nil	115	+2	88	−1	91	−3	91	−3
March	105	+6	114	+4	101	+16	96	+7	97	+3

Northern Ireland Index of Industrial Production

THE PROVISIONAL index of industrial production for Northern Ireland for March 1963, prepared by the Ministry of Commerce, is 129 (1958 = 100). This is eight points higher than the index for February, 1963, and five points higher than the index for March, 1962.

The index numbers of the main industrial groups in March, 1963, with the increase or decrease on March, 1962, shown in brackets are: textiles 122 (+ 10 points); clothing 124 (+ 4); engineering and metals 119 (+ 3); food, drink and tobacco 116 (− 4); timber and furniture 113 (no change); 'other' manufacturing industries 210 (+24); construction 125 (+11); gas, electricity and water 155 (− 1).

Professor Hallstein Guest of NABM

PROFESSOR WALTER HALLSTEIN, President of the Commission of the European Economic Community, was the guest of honour at a luncheon organized by the National Association of British Manufacturers in London on May 24.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	29 Mar. 1963
Board of Trade Departments	3 Aug. 1962
Board of Trade, Regional Organization	in this issue
E.C.G.D. Local Offices	24 May 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	24 May 1963
U.S. Consular Offices in the U.K.	21 July 1961

Recent Export Orders

More British Airliners Sold to United States Airline

Braniff International Airways Inc., Texas, have taken up their option to buy a further six BAC One-Eleven airliners, bringing their total to twelve. With engines and spare parts, the total order is worth about £12½m.

Switchgear for Kuwait

South Wales Switchgear Ltd., received orders in 1962 worth more than £½m. from Kuwait for switchgear and control boards.

Pumps for the Middle East

On a recent sales tour of the Middle East the Sales Manager of Pegson Ltd., Coalville, received orders worth £40,000 for self-priming centrifugal pumps and for diesel irrigation pumps.

Switchgear for Australian Power Station

A. Reyrolle & Co. Ltd., Hebburn, have received a £A100,000 order for the supply of switchgear to the Munmorah Power Station in New South Wales.

United States Company Buys 25 Computers

The National Cash Register Company, of America, has ordered 26 computing systems from Elliott-Automation Ltd. The total sales value, including the input and output equipment supplied by NCR, is about £10 million.

Rail Coaches for Hong Kong

Metropolitan-Cammell Carriage and Wagon Co. Ltd. are to supply 23 coaches for use on the Hong Kong section of the Canton-Kowloon Railway.

Electric Motors for Assam Chemical Project

An order worth £100,000 for electric motors to drive compressors in a chemical project in India, has been won by Mather and Platt Ltd., Manchester.

Loading Control System for Russian Tankers

Dobbie McInnes Ltd., Glasgow, are to install a pre-set auto control system in each of six Russian tankers now building in Genoa. Loading and discharging of oil cargoes is automatically controlled and the order is worth £40,000.

Another Boiler for South African Power Station

The Electricity Supply Commission, South Africa, have ordered a fourth 125 mW. boiler unit from Mitchell Engineering Ltd., Peterborough, for installation at the Komati Power Station. The contract is worth £1 million

Locomotives for East Africa

A repeat order, this time valued at £900,000, for eleven 1840 h.p. diesel-electric main line locomotives has been won by English Electric from the East African Railways and Harbours Administration.

Pelletting Machines for Hungary

Three 70-ton pelleters have been ordered from B.I.P. Engineering Ltd., by Technoimpex, Hungary.

Electrical Equipment for Italian Weld Mill

Electrical equipment worth £250,000 is to be supplied by A.E.I. Ltd. to Cosider Genova, Italy, for a continuous weld mill at Piombino.

Meat for the United States and Sweden

Ulster Fatstock Co. Ltd., Belfast, obtained a $1 million order from the United States in mid-1962 for frozen beef cuts. They are now being packed for regular 100-ton shipments at six-weekly intervals. Regular shipments are also being made to Sweden.

Paint for Arabian Schools

Detel Products Ltd., Ruislip, have won contracts to supply 4 tons of special anti-corrosive paint for two schools being built in Saudi Arabia.

Trucks for Ghana

A £70,000 repeat order for 25 Scottish-built tipping-trucks for haulage work in constructing Tema Harbour, Ghana, has been won by Leyland Motors Ltd.

Fords are Biggest Export Earner

SINCE THE END OF WORLD WAR II Ford of Britain had earned for the nation one thousand million pounds in foreign currencies, Mr. W. B. Batty, group manager, Tractor Group Ford of Britain, stated at a Press conference in London on May 27.

Mr. Batty was commenting upon a recent political statement that only forty firms were responsible for fifty per cent of Britain's exports.

'It will be clear, of course, that we are one of the "roaring forty" but it will further interest you to know that Ford of Britain is more than just one of the forty – it is today the greatest of the nation's exporting companies; the company making the biggest cash contribution, through its exports, to the national exchequer,' he said.

He added that tractor sales were responsible for a quarter of Ford of Britain's annual earnings from its export sales to the markets of the world.

Carreras-Rothman Cigarette Exports

During the first three months of 1963, cigarette production at the Carreras Group's Basildon factory accounted for over 50 per cent of all United Kingdom cigarette exports, Mr. R. W. S. Plumley, deputy chairman and managing director, stated last week. He added that production for export had risen by over 25 per cent during the last three years since operations had been centred at Basildon. Productions included requirements of Rothmans of Pall Mall (Export) Limited.

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British Overseas Commercial Representatives' Visits During June to August, 1963

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during June to August 1963.

AUSTRALIA (Canberra)	†*A. F. Collings	British Trade Commissioner	From August	Has served as Assistant British Trade Commissioner in India (Bombay), Canada (Vancouver and Edmonton) and Australia (Sydney).
(Sydney)	*A. R. Bruce, C.M.G., O.B.E.	Principal British Trade Commissioner	From June	Has served as British Trade Commissioner in Canada (Montreal and Ottawa) and as Commercial Secretary in Spain (Madrid).
	D. Mellor	Assistant British Trade Commissioner	From June	Served in the office of the British Trade Commissioner in Kuala Lumpur.
BURMA (Rangoon)	A. R. K. Mackenzie	Counsellor (Commercial)	Early June and mid-August	Has previously served in Thailand (Bangkok), Cyprus, and the U.K. Delegation to OEEC in Paris, acting as U.K. Representative in 1959-61.
CANADA (Winnipeg)	H. B. Herring	Assistant British Trade Commissioner	From July	In present post since 1960.
GHANA (Accra)	†A. H. G. Amy	Assistant British Trade Commissioner	From July	In present post since 1962.
INDIA (Bombay)	†*S. C. Stout	British Trade Commissioner	July	Has also served as British Trade Commissioner in Singapore.
(New Delhi)	*P. S. Preston	British Trade Commissioner	From July	In present post since 1959.
JAPAN (Osaka-Kobe)	R. S. Milward	Consul (Commercial)	July	In present post since 1961.
NIGERIA (Lagos)	B. V. F. Bull	Assistant British Trade Commissioner	From June	Has served in British Trade Commissioner's Office in Salisbury (Federation of Rhodesia and Nyasaland).
PAKISTAN (Dacca)	*J. W. P. Chidell	British Trade Commissioner	From June	Has served in India (New Delhi, Calcutta and Bombay) and Pakistan (Karachi).
SOUTH AFRICA (Johannesburg)	*K. J. Green	Assistant British Trade Commissioner	July	Has served as Assistant British Trade Commissioner in the Federation of Rhodesia and Nyasaland (Salisbury).
SWITZERLAND (Berne)	†C. S. R. Giffard	First Secretary (Commercial)	First half July	In present post since 1961.
TURKEY (Ankara)	T. W. Sharp	Second Secretary (Commercial)	July and August	In present post since 1961.
UNITED ARAB REPUBLIC (Cairo)	†T. Quinlan	Second Secretary (Commercial)	July	In present post since 1960.

* Not returning to Post. † First notification in the *Board of Trade Journal*.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Officer, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
June 19 .	Huts and buildings including Nissen and Laing types, cable and bulk oil installations.	Royal Air Force Station, Clyffe Pypard, Swindon, Wilts.	Thompson, Noad & Phipps, 39 Market Place, Chippenham, Wiltshire. (Tel. Chippenham 2271-2).
June 20 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

The above sale will include clothing and webbing equipment, cordage, dinghies, parachutes, cameras, projectors, radio and electrical equipment, furniture and general stores.

June 22 .	A T.2 hangar with about 7½ acres of adjoining land, subject to a lease at an annual rental of £1,315.	Royal Air Force, Gransden Lodge, Cambridgeshire.	J. R. Eve & Son, 40 Mill Street, Bedford. (Tel. 67301-2).
July 11 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).
Aug. 28 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Sept. 12 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Messrs. Geering and Colyer will sell by public auction, on June 11, 1963, at the Royal Air Force Station, St. Margaret's Bay, Kent, operation equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

Catalogues (free) may be obtained within fourteen days of the sale date from Messrs. Geering & Colyer's offices at Ashford (Tel. 25), Hawkhurst and Tunbridge Wells, Kent; Rye, Heathfield and Wadhurst, Sussex.

War Office

1963	Stores	Location	Auctioneers
June 13-14 .	Machine tools and miscellaneous stores including:	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Centre, capstan and turret lathes; bench and pedestal grinders; 80 ton and 100 tons hydraulic presses; lathe tools tipped and plain, taps and dies; tool holders; drills; tyres and tubes; tyre pumps; jacks; shock absorbers; clutch spares; fuel injection pumps; dynamos; starter motors; armatures; sparking plugs; batteries; tool kits; canvas covers; webbing; buckles; fasteners; motorcyclists' boots; leather laces; string vests; short woollen drawers; ruby and sapphire boule, etc.

June 18 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright Ltd. (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).
June 25 .	Machine tools, plant, textiles and miscellaneous stores.	Northern Command, Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds 2. (Tel. 20898).
July 2-4 .	Vehicles, earth moving, lifting equipment, trailers, motor cycles and plant spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
June 13 . commencing at 11.00 a.m.	Three steel framed hangars 240 ft. by 120 ft., one blister hangar 95 ft. by 85 ft., 24 Nissen type huts, four Romney type huts, petrol and oil storage tanks, electric cable, tarpaulins, and ammunition boxes.	Rowley Mile Airfield, Newmarket, Suffolk. Entrance to the airfield is via Hamilton Road.	Osmond E. Griffiths, Rothesay House, Newmarket, Suffolk. (Tel. Newmarket 2054).

Catalogues, free, are obtainable direct from the auctioneers. View day June 12, 1963, from 10 a.m. to 4 p.m.

June 6 .	General builders' equipment, hand tools, benches and sundry furniture items.	Ministry of Labour Industrial Rehabilitation Unit, Wilsthorpe Road, Long Eaton, Nottingham.	W. & F. Armstrong & Co., Devonshire Square, Loughborough, Leicestershire. (Tel. Loughborough 4546).

Catalogues are obtainable direct from the auctioneers. View day: June 5, 1963.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to industry

Wednesday May 22

Employment in North Lanarkshire

Asked what new plans he had to find employment in North Lanarkshire and other parts of Scotland, Mr. David Price, Parliamentary Secretary, Board of Trade said that in addition to the 26,000 jobs now in prospect for the Scottish development districts, of which about 6,500 were for North Lanarkshire and Shotts, his department were building 17 advance factories in Scotland, including 2 at Shotts and 1 at Newhouse, and also proposed to establish a new industrial estate in North Lanarkshire.

Agricultural Policy

The statement in the debate on agricultural policy made by Mr. Christopher Soames, Minister of Agriculture, Fisheries and Food, is reported in *Hansard*, cols. 441 to 560.

Thursday May 23

Universities' Management Studies

In reply to a questioner who asked whether in view of the importance of developing management education, steps to provide the extra funds which would enable the universities to encourage those studies would be provided, Mr. Boyd-Carpenter, Minister of Education, said: 'Developments in management studies are already taking place in a large number of universities. In conjunction with the Foundation for Management Education the University Grants Committee has examined proposals for a further major development of these studies, and nine university institutions are to be given special financial help to enable them to expand their activities in this field. The cost of these developments, which is expected to rise to about £100,000 a year by 1966-67, will be shared between the Foundation and the Government. Provision for the Government's share was included in the additional recurrent grants to universities which I announced on May 9. The Foundation and the Government are also proposing to give help on similar lines to a college of advanced technology and another leading technical college in the development of management studies. The Government regard the development of management studies as of great importance and they welcome the co-operation of industry in these developments.'

Monday May 27

Consumer Council and Trading Stamps

A questioner in the House of Lords asked HM Government to refer to the Consumer Council the subject of trading stamps and gift coupons and their effect upon the interests of the consumer as regards the quality and price of the product and to request the Consumer Council to report their findings to Parliament as early as possible. In reply Lord Derwent Minister of State said 'The Consumer Council is an independent body and will not depend upon references from the Government for the work which it undertakes. Within its terms of reference, it will have freedom to decide what questions to consider and to establish priorities in its programme of work. Nevertheless if the President were to receive evidence that stamp trading or gift coupons were operating against the consumer's interest, he would certainly draw the Council's attention to the matter and put the facts at its disposal.'

Import of South African Products

In the House of Lords a questioner asked HM Government, with regard to suggestions reported in the press advocating the boycotting of South African products, if they would now take steps to bring home to the public generally the dangerous threat to employment which such statements might generate especially in their effect upon United Kingdom exports. In reply, Lord Derwent said that HM Government did not consider it necessary to take such steps at this time. The Government had repeatedly made it clear that while they wholeheartedly condemned the policy of apartheid of the Government of the Republic of South Africa, they did not believe that the boycotting of South African trade would help those who suffered from this policy. Trade between South Africa and Britain took place because both countries found it advantageous, and he did not believe that either would allow it to be impaired by the press reports which had been mentioned.

Tuesday May 28

Trade with South Africa

The President was asked what had been the percentage increase or decrease of trade between the United Kingdom and South Africa during the last 12 months; and how the balance of trade had been affected.

Mr. Alan Green, Minister of State, Board of Trade replied: 'In the 12 months ending April, 1963, compared with the previous 12 months, our imports from South Africa rose by about ¼ per cent while our total exports to that country rose by 23 per cent. The favourable balance of visible trade, namely, the difference between exports valued on an f.o.b. basis and imports valued on a c.i.f. basis was £63·8m. compared with £32·2m. in the previous 12 months.

Employment in the North East

Asked how many new industries had established themselves in the North East in the three years ended April 1963; and how many workpeople they now employed, Mr. David Price, Parliamentary Secretary, said that in the three years ended April 1963 eighteen firms from outside the Region had established themselves in the North East and at present employed 2,288 people.

Commonwealth Preference on Goods Imported into the United Kingdom

THE COMMISSIONERS of Customs and Excise have revised their Public Notice No. 27A which explains the law and reproduces the regulations governing the admission into the United Kingdom, free of duty or at preferential rates of duty, of goods grown, produced or manufactured in the Commonwealth preference area.

The revision is mainly by way of clarification of known points of difficulty and the following amendments, in particular, should be noted.

The explanation of the requirements that, to qualify for Commonwealth preference, goods must have been grown, produced or manufactured in and consigned from the Commonwealth preference area, has been amplified. In particular, the revised notice emphasises that manufactured goods must both have acquired their essential character in the area and have a prescribed percentage of Commonwealth content. In this connection, manufacturers who are in doubt whether their products meet the first requirement are advised to consult HM Customs and Excise. Attention is drawn to the fact that the cost of Commonwealth materials in components manufactured outside the Commonwealth preference area cannot be included in the calculation of Commonwealth content. (Paragraphs 7 and 9 refer.) In addition, the revised notice makes clear in paragraph 14 the circumstances in which goods transhipped at non-Commonwealth ports are regarded as consigned from the Commonwealth preference area. The supporting evidence required in such cases is set out.

Attention is also drawn to:

(a) the modified evidence of origin now accepted for consignments of low value,

(b) the simplified Certificates of Origin, D/COM and E/COM, reproduced at Appendix V of the Notice which have been designed for use by producers or manufacturers who export their own products. (The introduction of these forms was announced in the *Board of Trade Journal* of July 13, 1962, page 62.

Copies of the revised Notice may be obtained at any Custom House or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom . . .	May 3	Aug. 2
Outside Europe	April 5	July 5
Europe	Mar. 1	June 7

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions or participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists

THE fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on May 3, April 5 and March 1 respectively.

UNITED KINGDOM

Additions

LONDON: THE BRITISH WHOLESALE FASHION COLLECTIONS – Mid-October/November 1963.
* Apply, A. T. Elvy, Esq., Apparel and Fashion Industry's Association and the British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: JUNIOR FASHION FAIR – October 28-31, 1963.
* At Royal Horticultural Society's Old Hall, Vincent Square, S.W.1. Apply, The National Children's Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

LONDON: 9TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 28-31, 1963.
At Piccadilly Hotel, W.1.
* Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, Portland Place, London, W.1. (Tel. Langham 3353).

OUTSIDE EUROPE

Additions

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS' EXHIBITION – December 11-15, 1963.
* Apply, Paul S. Van Auken, 140 South Dearborn Street, Chicago 3, Illinois.

DETROIT: ASTME TOOL EXPOSITION – April 20-24, 1964.
* At Cobo Hall. Apply, Exposition Committee, The American Society of Tool and Manufacturing Engineers, 10700 Puritan Avenue, Detroit 38, Michigan.

EUROPE

Additions

ROME: HOSPITAL EQUIPMENT EXHIBITION (ASSOCIATED WITH THE JOINT CONGRESS OF THE INTERNATIONAL SOCIETY OF SURGEONS AND THE INTERNATIONAL SOCIETY OF CARDIOVASCULAR SURGERY) – September 14-21, 1963.
Apply, Professor P. Valdoni, Clinica Chirurgica, Universita Policlinico, Umberto 1, Rome.

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February 6-16, 1964.
† Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 8, Amsterdam, Z1.

PARIS: DOMESTIC ARTS EXHIBITION – February 24-March 15, 1964.
* Apply, Commissariat General du Salon des Arts Menagers, 15 avenue de la Division Leclerc a Puteaux, Paris.

AMSTERDAM: INTERNATIONAL MOTORCYCLES, MOPEDS, CYCLES AND ACCESSORIES EXHIBITION – February 28-March 7, 1964.
Apply, Nederlandsche Vereeniging de Rijiviel en Automobiel-Industrie, Europaplein 8, Amsterdam.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 3-8, 1964.
* Apply, Salon International de la Machine Agricole, 95 rue Saint-Lazare, Paris 9e.

BRUSSELS: INTERNATIONAL INVENTORS' EXHIBITION – March 6-15, 1964.
* Apply, Institute of Patentees and Inventors, 207/8 Abbey House, 2/8 Victoria Street, London, S.W.1. (Tel. Abbey 1616).

VERONA: 66TH INTERNATIONAL AGRICULTURAL AND ANIMAL FARMING FAIR – March 8-16, 1964.
* Apply, Secretary-General, International Agricultural Fair, Palazzo del Pallone, Verona.

UTRECHT: INTERNATIONAL SPRING TRADE FAIR – March 9-17, 1964.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

GENEVA: INTERNATIONAL MOTOR SHOW – March 12-22, 1964.
* Apply, Salon International de le Automobile, 5 rue Jacques-Balmat, Geneva.

GOTHENBURG: INTERNATIONAL SWEDISH BOAT SHOW – April 2-12, 1964.
* Apply, A. B. Svenska Batutstallningen, Stampgatan 38, Gothenburg, C.

BASLE: 48TH SWISS INDUSTRIES FAIR – April 11-21, 1964.
* Apply, The Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

ZAGREB: INTERNATIONAL SPRING FAIR – April 17-26, 1964.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153).

PARIS: 53RD INTERNATIONAL TRADE FAIR – May 16-28, 1964.
* Apply, French Chamber of Commerce, 74 Brook Street, London, W.1. (Tel. Hyde Park 2744).

HANOVER: 48TH EXHIBITION OF THE GERMAN AGRICULTURAL SOCIETY – May 31-June 7, 1964.
† Apply, Schenkers Ltd., Finsbury Square, London, E.C.2. (Tel. Met 9711).

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13, 1964.
* Apply, Fairs and Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – August 29-September 3, 1964.
* Apply, Offenbacher Messe-Gesselschaft m.b.H., Kaiserstrasse 110, Offenbach-Am-Main.

FRANKFURT: INTERNATIONAL AUTUMN FAIR – August 30-September 3, 1964.
* Apply, Lep. Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

GOTHENBURG: INTERNATIONAL EXHIBITION 'DAGENS HUSHALL' (HOUSEHOLD GOODS) – September 7-15, 1964.
* Apply, Utstallningen Dagens Hushall, Kopmannens, Vasagatan 52, Gothenburg, C.

Plans for Floating Exhibition Discussed

DISCUSSIONS FOR a floating exhibition of British products to be shown at nine major European ports are being conducted by the directors of the Marketing and Mercantile Group of Companies. Tentative plans for launching such an exhibition together with proposals for the purchasing of a 10 to 12,000-ton ship were made known at a luncheon in London on May 23.

It has been proposed that each exhibition will take place for ten days and these will be backed by permanent marketing offices set up in the countries concerned. For the floating exhibition the ship will be converted to house around 130 basic stand units of 150 square feet each, with special sections for the display exhibits of engineering and other bulky products. Facilities to be provided aboard the ship will include conference rooms, information offices, interpreters, a theatre for lectures and film shows and an equipped exhibition workshop.

It is planned to stage the first floating exhibition in Stockholm from April 1 to 10, 1964, to be followed by similar shows at Copenhagen, Hamburg, Rotterdam, Antwerp, Lisbon, Barcelona, Genoa and Naples.

Organizers of the project are Marketing and Mercantile Exhibitions and Promotions Ltd., Mercantile House, Emerald Street, London, W.C.1, from whom details can be obtained.

250 British Firms Show Goods at Brussels International Fair

Left to right: Mr. Alan Green, Minister of State, Board of Trade, Mr. D. Brighty, Third Secretary (Commercial), H.M. Embassy, Monsieur Lucien Cooremans, Burgomaster of Brussels, Mr. J. R. Wraight, Commercial Counsellor, H.M. Embassy.

THE BRUSSELS International Fair was held at the Centenaire Exhibition grounds on the northern outskirts of Brussels from April 30 to May 12. The total area occupied was a little larger than last year, amounting to just over 1,500,000 square feet. The total number of exhibitors was roughly unchanged at 4,500. Manufactures from 32 countries were on show, and 11 countries including Great Britain had official stands. The products of some 250 British manufacturers were displayed on just over 120 stands, mostly the stands of their Belgian agents. This put Britain in fourth place after Germany, France and Italy.

The Fair was open for two week-ends, one public holiday (May 1) and one late week-day evening. As a result it was for half the time thronged by the general public in great numbers. It is estimated that there were over 1,000,000 visitors during the 13 days on which it was open. This makes it an excellent show place for consumer goods of all kinds.

The composition of the Fair to some extent reflects this. The area devoted to electrical household appliances was by far the largest, except for an extensive open air exhibition of civil engineering equipment. There were also important displays of heating equipment, china and glass, furniture, furnishings and office machinery, foodstuffs and beverages, radio and television, bathroom and kitchen fittings, and toys and games.

The main central hall was as always occupied by mechanical and electrical machinery. The Fair incorporated a packaging exhibition, but this was not a particularly striking feature. The Antwerp, Ghent and Brussels Port Authorities mounted effective exhibits of their port services and expansion plans.

Among the foreign stands the Portuguese, Israeli and Roumanian were the largest, displaying a wide variety of agricultural and industrial products. Bulgaria and the Soviet Union also had elaborate displays.

The British Information Stand was in a first class position at the end of one of the main axes of the Central Hall, next to one of the main entrances to the Fair. It was located next to German, Swedish, Luxembourg and United States information stands, all of which were fairly simple in design. It was erected by the Central Office of Information for the Board of Trade and was devoted to a pictorial display in colour and black and white, divided roughly half-and-half between Britain's role as a leading industrial country and Britain's attractions for holiday makers and tourists. The back wall of the stand, facing the doorway into the neighbouring hall, was occupied by an eye-catching feature on the British atomic energy industry.

The stand was staffed by representatives of the Commercial Department of HM Embassy at Brussels and a representative of the British Travel and Holidays Association. The British Chamber of Commerce for Belgium and Luxembourg (which also represents the Federation of British Industries) was invited to take part and co-operated closely in having representatives on the stand throughout the Fair.

The stand was continuously crowded by Belgian visitors seeking holiday information and literature and was a resounding success from the publicity point of view. There was also a steady stream of business inquiries, including many from foreign, i.e. non-Belgian, business visitors. A particularly pleasing feature was the good number of Belgian exhibitors and businessmen who came to the stand to inquire about the possibility of taking on agencies for or otherwise importing British goods. These inquiries are now being followed up by the Embassy's Commercial Department.

The official British Day at the Fair was held on the last Friday, May 10. Mr. Alan Green, Minister of State at the Board of Trade, made an official tour of the Fair on that day with HM Chargé d'Affaires, Mr. C. O. I. Ramsden the Commercial Counsellor of the Embassy, Mr. J. R. Wraight, the President of the British Chamber of Commerce for Belgium and Luxembourg, Mr. Alan Webb, and other Embassy and Chamber of Commerce officials. The party was received and conducted round by the Burgomaster of Brussels and was offered a vin d'honneur at the British Stand at the end of its tour. Subsequently the Burgomaster gave a luncheon in honour of Mr. Green and the British party.

The British stand was colourful and attractive and, with the help of its excellent position, provided an effective British presence. It catered happily for both the general public and the specialized business man and provided pleasing physical evidence of Britain's determination and desire to maintain the closest relations with her European neighbours.

SIMA's Fourth Exhibition in Moscow

H.E. SIR HUMPHREY TREVELYAN, HM Ambassador to the Soviet Union, opened the fourth SIMA exhibition in Moscow on May 16. The total value of the equipment being shown was nearly £500,000. The first exhibition organized by SIMA in Moscow was in 1960. In 1961 the Association mounted a group exhibit at the British Trade Fair and later in that year some SIMA members took part in an exhibition held in conjunction with the 5th International Congress of Biochemistry. Sales from these three exhibitions now add up to well over £2m.

At the opening ceremony Mr. R. E. Burnett, President of SIMA, said that 28 British firms were taking part in the display, which was a representative selection of the British effort in this important field of scientific instrumentation. He added: 'I hope this exhibition will serve to stimulate trade between our countries, because I sincerely believe that by international trade the nations of the world will see the value of mutual assistance. They will learn to understand each other and come closer together in friendship and mutual respect.'

International Leather Fair

MORE THAN 200 exhibitors, including many from overseas, occupying a total area of 40,000 square feet, displayed a comprehensive range of leathers for all purposes, including shoes, furniture, clothing, travel and fancy leather goods, car upholstery, wall panelling – even leather floor tiles – at the International Leather Fair, which was opened by Mr. Reginald Maudling, Chancellor of the Exchequer, at Alexandra Palace, London, from May 20 to 25. The Fair was visited by H.R.H. the Duke of Edinburgh on May 21.

British leather is exported to some 140 countries, and the total annual value of British leather production is about £90 million, of which nearly 20 per cent is sold overseas. The central feature of the fair was a comprehensive display of many types of leather products, including modern furniture of interesting design and new ideas for using leather in home decoration.

Primarily it was a trade exhibition, but a special attraction for women was the daily 60-minute leather fashion show which presented a colourful cavalcade of leather coats, jackets, suits, dresses, evening wear, teenage slip-overs, ponchos and apres-ski tops. These garments, styled by British manufacturers, it was claimed represented the biggest and most varied collection of leather fashions ever shown to the general public. Of special interest to motoring enthusiasts was the Concours d'Elegance, staged in the grounds of Alexandra Palace on May 23 by the British Automobile Racing Club. Awards were made to the owners of the smartest cars with immaculate leather upholstery in classes covering veteran, vintage and modern cars.

Information about careers in the leather industry and the scope of leather technology was available on the Stand of the National Leathersellers' College, where staff of the teaching institutions in London, Leeds and Northampton were in attendance to give guidance on training and opportunities offered by the industry. Another stand – the British Leather Manufacturers' Research Association – showed how scientific research is helping to make better leathers and better footwear. Visitors were able to see tests on finishes, upper and lining leathers, showing their suitability for use in the manufacture of boots and shoes by new moulding and hot-lasting processes.

REPRO '63 Seen by Visitors from 41 Overseas Countries

AT THE CLOSE of the International Reprographic & Industrial Photographic Exhibition – REPRO '63 at Earls Court, London, on May 17 (see *Board of Trade Journal* May 24, page 1190) Mr. T. E. Rees, Managing Director of the Organizers, Industrial Exhibitions Limited, said: 'The success of this first-ever exhibition has fully justified the faith of participating firms in supporting the Industry's own specialized show. From all points of view the attendance figures have been most satisfactory, and of the total number of visitors – 14,752 – exhibitors report little or no waste attendance and most were potential buyers.'

Mr. Rees added that the international attention created – 600 visitors from 41 countries – had been particularly gratifying and could be taken as an indication of long term increases in the Industry's exports.

London Footwear Components Exhibition

THE FOOTWEAR Components Exhibition, held at the Washington Hotel, London, from May 21 to 24, is an annual event which this year is of special significance. It came at a time when the pace of change in materials, methods, machinery and processes in footwear manufacture is accelerating towards fully automated component assembly. The footwear component supply industry is playing a vital rôle in the provision of new types of shoe components and materials together with the technical guidance necessary for their efficient and proper use.

The exhibition comprised eleven leading firms whose exhibits combined to extend over the entire field of component requirement, including prefabricated resin-rubber and rubber sole units, colour-finished plastic heels with top-pieces attached, insoles, socks, linings, threads and synthetic braids, ornaments and trimmings, shoe fabrics and decorative plastics.

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Impressive U.K. Display at The Interpack 1963, Dusseldorf

By L. J. Taylor, British Vice-Consul, (Commercial) Dusseldorf

THE THIRD German International Packaging Exhibition and Display of Confectionery Machinery (Interpack) which was held in Dusseldorf from May 12 to 20 was officially opened in the presence of the Economics Minister for Northrhine/Westphalia, Herr Kienbaum and the Oberbuergermeister of Dusseldorf, Herr Mueller. As in 1960 the Fair was organized by the Nordwestdeutsche Ausstellungsgesellschaft m.b.H. (NOWEA) in conjunction with the respective trade associations of the German packaging and confectionery machinery and packaging materials industries.

The Fair which was held in all six exhibition halls was primarily for the trade and only on the last day was it officially open to the public. In this way the organizers were able to restrict the number of visitors to those for whom the Fair was organized. This decision was made in the light of the increase in the number of visitors to Interpack from 70,000 in 1958 to 121,000 in 1960, of whom about 50,000 came from abroad. It was estimated that in the first five days approximately 100,000 visitors, including visitors from 48 countries, attended the 1963 Interpack.

Over 560 firms exhibited at the Fair, of whom 144 were non-German. The exhibition area had been increased by 40,000 square metres since the 1958 Interpack to 70,000 square metres. Great Britain was well represented by thirty-seven British firms, either through their agents or on their own.

A notable feature of the exhibition was the impressive United Kingdom stand organized by the Board of Trade in collaboration with the Institute of Packaging. Eighteen firms participated on the stand made up of sixteen firms showing machinery for most branches of the packing industries and two of packaging machine accessories. The Institute of Packaging also organized an information service. The stand which was designed by the Central Office of Information occupied an area of 4,270 square feet on the first floor of Hall D, which is the newest hall on the exhibition site.

On May 16 and 17, Mr. Michael Hamilton, MP, visited the Fair and called on the British exhibitors on behalf of the Board of Trade. Mr. Hamilton drew particular attention to the importance of Britain's trade relations with the Federal Republic as our biggest customer in Europe. British packaging exports to the Federal Republic in 1962 increased by 70 per cent on the previous year's figures.

A group at one of the stands in the Fair. Included are Mr. Michael Hamilton, M.P. (*third left*), Mr. F. J. Briggs of the Institute of Packaging (*second right*) and Mr. H. E. Melsom, Export Publicity and Fairs Branch, Board of Trade (*right*).

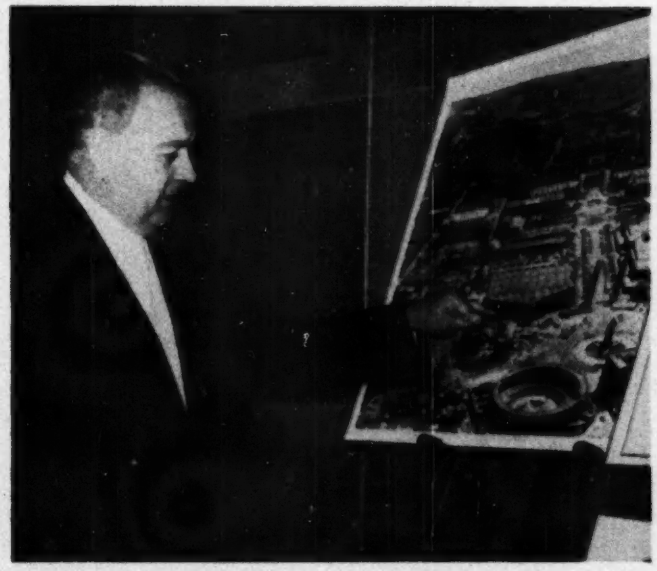
The success of the combined British stand can be judged from the fact that on the opening day many had received as many as twenty serious inquiries from customers from countries as far afield as Argentine, Spain, Southern Rhodesia, Lebanon, Israel and Australia. One exhibitor on the combined stand stated that if only 10 per cent of the inquiries received resulted in firm orders he would be more than satisfied. Another machinery manufacturer who also exhibited on the combined stand had received four firm orders by the third day valued at approximately £5,000 together with many other serious inquiries which the firm would be following up after the exhibition. This trend was prevalent throughout and all the British exhibitors expressed satisfaction in their participation.

Most British exhibitiors considered participation in Interpack to be essential as the Fair was recognized to be the most important trade fair in the world for the Packaging industry. The whole Fair was so 'international' that it offered the opportunity of meeting old friends and new customers at one and the same time. The United Kingdom again repeated their 1960 record by providing the largest foreign contingent at Interpack with 37 participants, followed by Switzerland with 24 firms, Italy with 22 and the Netherlands with 21. Along with the Swiss the British had the largest stand area in the packaging machinery section.

Once again in the 1963 Fair as in 1960 the emphasis was on rationalization and automation, especially in machinery for the packaging of cigarettes, sweets, butter, for the filling of cosmetic and pharmaceutical products into boxes and for the bottling of liquid and granular materials. It was obvious that the section of the packaging industry devoted to the use of paper and cardboard for packaging purposes was well represented in the Fair. This was not surprising when statistics show that 49·8 per cent of all packaging is accounted for by paper or cardboard. Other specialized sections of the packaging industry such as those devoted to metal containers, bottles, plastics and frozen food were also well represented.

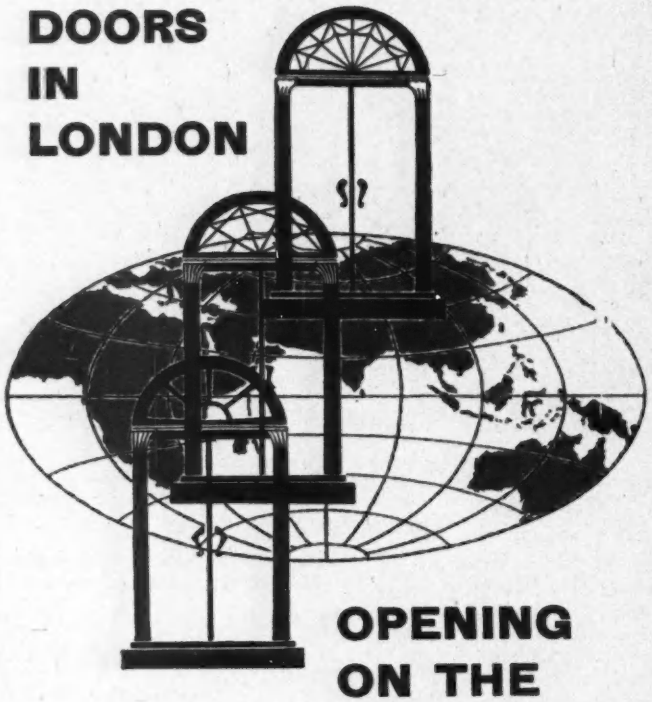
The very encouraging business inquiries reported by the British exhibitors reflected the general impression of keen interest on the part of buyers and of continuous activity gained by visitors to this most interesting and important Trade Fair which has established itself as a leading shop window for the packaging industry.

British Fair Site In Barcelona



Mr. D. A. Lamb, Director and General Manager of British Overseas Fairs Ltd., points out the Barcelona Exhibitions Ground where the British Industrial Fair will be held from April 1-12, 1964. (See *Board of Trade Journal*, May 24., page 1177.)

THREE DOORS IN LONDON



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Head Office: 7 King William Street, London EC4

Overseas Trade Section

Trade and Financial Arrangements

Yugoslavia and Morocco

THE MOROCCAN *Bulletin Officiel* of April 5, 1963, announced that the trade agreement between Yugoslavia and Morocco signed in Belgrade on February 7, 1961, has been renewed for a further period of one year from February 7, 1963. The quotas for products to be exchanged remain virtually the same as for the preceding year.

The French text of the announcement may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Morocco and Republic of Guinea

THE MOROCCAN *Bulletin Officiel* of May 3, 1963, announced that the trade agreement between Morocco and the Republic of Guinea, which was signed on February 15, 1962, has been renewed unchanged for one year from January 1, 1963.

The French text of the announcement may be seen at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Federal Republic of Germany and Ghana

A FINANCIAL AID agreement between West Germany and Ghana was signed in Bonn on May 15. Under the agreement the Federal Government will provide a DM 20,000,000 credit for the construction of a bridge over the Volta at Tefle. In addition to the aid agreement a shipping protocol was signed and letters were exchanged between the two countries in the field of civil aviation.

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Civil Works for Thermal Power Station for Agua y Energia Electrica. June 11. E.S.B. 17541/63.

AUSTRALIA

Periodic Gauging Balances for Commonwealth Stores Supply and Tender Board. June 11. E.S.B. 17510/63.*

Plugs and Covers for Postmaster-General's Department, Melbourne. June 20. E.S.B. 17263/63.*

The State Electricity Commission, Brisbane:

Generating Set. July 10. E.S.B. 16582/63.*
Generating Set. July 31. E.S.B. 16583/63.*

BURMA

Civil Stores Committee:

Nuts and Bolts. June 12. E.S.B. 17536/63.*
Nuts and Bolts. June 12. E.S.B. 17537/63.*
Nuts and Bolts. June 11. E.S.B. 17539/63.*
Nuts and Bolts. June 11. E.S.B. 17540/63.*
Expanded Metal. June 17. E.S.B. 17265/63.*
Nuts and Bolts. June 12. E.S.B. 17538/63.*
Hand Tools. June 10. E.S.B. 17205/63.*
Refuse Truck. June 10. E.S.B. 17286/63.*
X-Ray Generators. June 11. E.S.B. 17287/63.*
Hand Tools. June 10. E.S.B. 17207/63.*

CEYLON

Electricity Scheme for Village Committee, Maho. July 9. E.S.B. 17827/63.

Fuel Storage Tank; Pump House for Ceylon Steel Corporation. June 25. E.S.B. 17819/63.

Tinplate Cans for Ministry of Commerce, Food and Shipping. July 10. E.S.B. 17847/63.*

Sump Pump for Colombo Port Commission. June 13. E.S.B. 17826/63.*

Ministry of Health:

Bottles. August 20. E.S.B. 17830/63.*
Pump Chair. August 13. E.S.B. 17829/63.*

CHILE

Machinery and Tools for Astilleros y Maestranzas de la Armada. July 22. E.S.B. 17535/63.*

COLOMBIA

Automatic Telephone Exchange for the Municipality of Caicedonia. August 1. E.S.B. 17269/63.

COSTA RICA

Road Construction and Improvement Scheme for La Proveeduria Nacional. (Further Information.) E.S.B. 10266/63.*

Sump Pumps for El Instituto Costarricense de Electricidad. June 27. E.S.B. 17814/63.*

FORMOSA

Central Trust of China:

Lightning Arresters. June 10. E.S.B. 17219/63.*
Woollen Blankets. June 10. E.S.B. 17262/63.*
Orifice Meters and Plates. June 11. E.S.B. 17550/63.*
Valves; Pipes and Pipe Fittings. June 10. E.S.B. 17551/63.*
Rock Drill Bits. June 10. E.S.B. 16876/63.*
Laboratory Equipment. June 14. E.S.B. 16872/63.*
Porcelain Bushing and Insulators. (Further Information.) Tender re-issued for Groups 1, 2 and 3. Closing date now June 11. E.S.B. 30547/62.*
Crucibles. June 13. E.S.B. 17553/63.*
Electrical Equipment. June 11. E.S.B. 17220/63.*
Transformers. June 10. E.S.B. 17548/63.*
Pipes. (Further Information.) June 10. E.S.B. 7219/63.*
Air Separation Plant. July 6. E.S.B. 17235/63.*
Laboratory Equipment. July 10. E.S.B. 16871/63.*
Street Lighting Control Switch. June 12. E.S.B. 17258/63.*
Packing. June 17. E.S.B. 17213/63.*
Transformers. June 12. E.S.B. 17257/63.*
Mobile Radio Equipment. June 10. E.S.B. 17259/63.*
Orifice Meter. June 10. E.S.B. 17212/63.*
Conical Refiners; Electric Motors and Switches. June 10. E.S.B. 17214/63.
Laboratory Equipment. June 12. E.S.B. 17236/63.*

GREECE

Cheese Factories for Agricultural Bank of Greece. June 27. E.S.B. 17817/63.*

Broadcasting and Television Equipment for Hellenic National Broadcasting Institute. (Further Information.) Closing date postponed to August 1. E.S.B. 38987/62.

Institute of Social Insurance:

Syringes. June 12. E.S.B. 17270/63.*
X-Ray and Dental Films. June 27. E.S.B. 17823/63.*
Ambulances. July 2. E.S.B. 17271/63.*

Ministry of Trade:

Surveying Equipment. (Further Information.) Closing date of re-issued tender June 28. E.S.B. 34689/62.*
Mechanical Handling Equipment. June 10. E.S.B. 17206/63.*
Laboratory Equipment. June 25. E.S.B. 16880/63.*
Laboratory Equipment. July 5. E.S.B. 17815/63.*
Bicycles. June 14. E.S.B. 17816/63.*
Cable. July 1. E.S.B. 16978/63.*
Vehicles. June 11. E.S.B. 17229/63.*

GUATEMALA

Bacteriological Laboratory Equipment for Municipality of Guatemala City. June 14. E.S.B. 17564/63.

ICELAND

Threaded Pipe Joints for Reykjavik Purchasing Center. June 14. E.S.B. 17533/63.*

INDIA

Motor Control Centres for the Fertilizer Corporation of India Ltd. June 13. E.S.B. 17255/63.*

Construction of Hospital Buildings for Gujarat Housing Board. June 10. E.S.B. 17238/63.

Construction of Concrete Dam and Underground Power House for Tons Civil Construction Circle. (Further Information.) Closing date postponed to August 19. E.S.B. 1940/63.

Construction of Power Station for J. and K. Minerals Ltd. July 16. E.S.B. 17844/63.

Fork Lift Trucks for Commissioners for the Port of Calcutta. (Further Information.) Tender documents now available. E.S.B. 15750/63.*

Boiler Equipment for Delhi Electric Supply Undertaking. June 14. E.S.B. 17239/63.

Cables for Koyna Hydro Electric Project. (Further Information.) August 6. E.S.B. 15755/63.*

(Continued on next page)

No. 4 of a series

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Information for U.K. Exporters (*Continued*)

Air Compressors and Receivers for Punjab State Electricity Board. July 15. E.S.B. 17597/63.
Transformers for Gujarat Electricty Board. (Further Information.) June 18. E.S.B. 16288/63.

Indian Posts and Telegraph Department:
Head Sets (Telephone). (Further Information.) July 15. Tender documents are now available. E.S.B. 16841/63.*
Telecommunication Cables and Accessories. (Advance Information.) Closing date not known. E.S.B. 17842/63.*

National Coal Development Corporation Ltd.:
Belt Conveyors. June 11. E.S.B. 17291/63.
Pumps. June 12. E.S.B. 17292/63.

Irrigation Department, Uttar Pradesh:
Construction and Excavating Machinery. (Further Information.) E.S.B. 16058/63.
Sand Classifier. June 25. E.S.B. 17251/63.

Directorate General of Supplies and Disposals:
Cables. June 19. E.S.B. 17558/63.
Underground Telephone Cable. June 19. E.S.B. 17822/63*

Bombay Port Trust:
Locomotive Springs. June 21. E.S.B. 17573/63.*
Vehicles; Hand Barrows. June 18. E.S.B. 17588/63.
Ingots (Bronze). June 12. E.S.B. 17587/63.

Maharashtra State Electricity Board:
Metering and Control Cubicles. June 20. E.S.B. 17246/63.
Sub-Station Equipment. June 24. E.S.B. 17249/63.
Workshop Machinery. June 13. E.S.B. 17247/63.

Ministry of Railways:
Brake Blocks. July 11. E.S.B. 17254/63.*
Steel Materials. June 14. E.S.B. 17241/63.*
Steel Materials. June 20. E.S.B. 17242/63.*

Hindustan Steel Limited:
Crawler Tractor. July 16. E.S.B. 17586/63.
Crawler Tractor. July 8. E.S.B. 17585/63.
Tubular Gas Cooler. July 3. E.S.B. 17584/63.
Hobs and Broaches. (Further Information.) June 17. E.S.B. 16032/63.*

U.P. State Electricity Board:
Power Station Equipment. July 29. E.S.B. 17252/63.
Workshop Equipment. July 15. E.S.B. 17593/63.
Electrical Equipment. July 25. E.S.B. 17594/63.
Electrical Equipment. July 25. E.S.B. 17595/63.
Insulating Oil. July 8. E.S.B. 17596/63.

Atomic Energy Establishment:
Electron Probe Micro-Analyser. Tender documents now available. E.S.B. 16285/63.*
Polishing Machine. June 20. E.S.B. 17580/63.
Bucket Elevators. June 25. E.S.B. 17582/63.
Sand Pump. June 24. E.S.B. 17581/63.
Shearing Machine. June 19. E.S.B. 17583/63.
Ice Maker; Bottle Cooler. June 10. E.S.B. 17576/63.
Plate Straightening and Bending Machine. June 21. E.S.B. 17577/63.
Electrical Equipment. June 19. E.S.B. 17578/63.
Hot Air Ovens. June 20. E.S.B. 17574/63.
Mechanical Handling Equipment. (Further Information.) Closing date extended to June 17. E.S.B. 12126/63.*
Turret Drill Set. June 18. E.S.B. 17579/63.

IRAN

Imperial Iranian Army:
Electrolytic Copper Cathodes. June 23. E.S.B. 16894/63.*
Zinc Sheets. June 20. E.S.B. 16890/63.*
Beet-Oil. July 21. E.S.B. 16893/63.*
Ammonium Nitrate. June 15. E.S.B. 16891/63.*
Electrolytic Zinc. July 14. E.S.B. 16895/63.*
Sodium Nitrate. July 9. E.S.B. 16892/63.*

IRAQ

Antibiotics for Ministry of Health. June 23. E.S.B. 17526/63.
Lithographed Tinplate for Government Oil Refineries Administration. June 22. E.S.B. 17527/63.

Ministry of Defence:
Durries, Mosquito Nets and Hand Towels. June 26. E.S.B. 17524/63.*
Machinery and Ancillary Equipment. June 25. E.S.B. 17523/63.
Chemical Laboratory Equipment. June 25. E.S.B. 17521/63.
Laboratory Instruments. June 25. E.S.B. 17522/63.

IRISH REPUBLIC

Mayo County Council:
Electrical Equipment for Hospital Unit. June 28. E.S.B. 17517/63.
Construction of Admission and Treatment Hospital Unit. June 28. E.S.B. 17515/63.
Heating for Hospital Unit. June 28. E.S.B. 17516/63.
Water System. June 28. E.S.B. 17513/63.
Electrical Installations. June 28. E.S.B. 17514/63.
New Maternity Unit. June 28. E.S.B. 17512/63.

KOREA

Workshop Equipment; Electrical Equipment for Office of Supply. June 11. E.S.B. 17600/63.*

KUWAIT

Construction of Hangar for Kuwait Airways Corporation. June 11. E.S.B. 17237/63.
Steel Valves for Kuwait Oil Co. Ltd. June 23. E.S.B. 17853/63.*

Ministry of Electricity and Water:
Air Conditioning Scheme. June 16. E.S.B. 17851/63.*
Power Station Equipment. August 4. E.S.B. 16897/63.
Industrial Protective Clothing. June 12. E.S.B. 17285/63.*

LEBANON

Refrigerated Wagons for Office des Chemins de Fer de l'Etat Libanais. (Further Information.) Closing date extended to June 11. E.S.B. 1618/63.*

MALAYA

Constructional Project for Central Electricity Board. July 8. E.S.B. 17511/63.

Public Works Department:
Steel Tanks (Elevated). June 24. E.S.B. 17282/63.
Pumping Equipment. June 19. E.S.B. 17805/63.

MOROCCO

Aerial Geophysical Survey for Le Ministere du Commerce, de l'Industrie, des Mines et de la Marine Marchande. June 15. E.S.B. 17592/63.

NEW ZEALAND

Frequency Meters for General Post Office. June 27. E.S.B. 17813/63.*

PAKISTAN

The Water and Power Development Authority:
Measuring and Testing Instruments. June 10. E.S.B. 17246/63.*
Electricity Meters. June 8. E.S.B. 17245/63.*
Electricity Meters. June 7. E.S.B. 17244/63.*
Distribution Line Hardware Equipment. (Further Information.) Tender documents now available. E.S.B. 16083/63/D.L.F.*

PORTUGUESE WEST AFRICA

Road Rollers for Malange Municipality. June 17. E.S.B. 17811/63.
Transmitter-Receivers for Luanda Municipality. June 17. E.S.B. 17810/63.

Engineering Laboratory:
Timber Testing Machine. July 2. E.S.B. 17808/63.
X-Ray Apparatus. July 4. E.S.B. 17806/63.

RHODESIA AND NYASALAND

Fluoridation Plant for City Council of Lusaka. July 29. E.S.B. 17507/63.*

Federal Tender Board:
Polythene Bottles; Cardboard Cartons. June 21. E.S.B. 17509/63.*
Radio Valves and Semi-Conductors. June 14. E.S.B. 17508/63.*

SALVADOR

Chalk for La Proveeduria General de la Republica. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 16863/63.*

SINGAPORE

Antibiotics, Biologicals, Chemicals and Drugs for Ministry of Health. June 17 .E.S.B. 17802/63.*

SOUTH AFRICA

Ticket Issuing and Printing Machine for the City of Johannesburg. June 18. E.S.B. 17281/63.*
Weed Killing Chemicals for Tender Advisory Board. June 12. E.S.B. 17525/63.*
Erasers; Pencil Sharpening Machines for Cape Provincial Administration. June 21. E.S.B. 17279/63.*

State Tender Board:
Dust Extraction Plant. June 27. E.S.B. 17572/63.*
Transistor Analyzer Testers. June 27. E.S.B. 17571/63.*
Construction Equipment. (Further Information.) Closing date postponed to June 12. E.S.B. 15145/63.*
Electric Cable. June 27. E.S.B. 17570/63.*
Tools. June 14. E.S.B. 17569/63.*

SPAIN

Port Improvement Projects for Ministerio de Obras Publicas. June 10. E.S.B. 17555/63.
Wharf Improvement Projects for Secreria de la Junta de Obras y Servicios del Puerto de Barcelona. Closing dates June 21 and June 22. E.S.B. 17556/63.

SUDAN

Rivets for Ministry of Works. June 11. E.S.B. 17529/63.*

Sudan Railways:
Metal Ingots. July 9. E.S.B. 17544/63.
Overhead Cranes and Gantries. June 17. E.S.B. 17542/63.*

THAILAND

Aluminium Foil for Thailand Tobacco Monopoly. June 19. E.S.B. 17560/63.
K. H. Meters for the Metropolitan Electricity Authority. June 20. E.S.B. 17295/63/D.L.F.

State Railways of Thailand:
Steel Plates. June 10. E.S.B. 17298/63.
Telecommunication System. June 18. E.S.B. 17563/63.*

TRINIDAD AND TOBAGO

Fork Lift Trucks for Port Authority. June 22. E.S.B. 17209/63.*

TURKEY

Radiator Hose Clamps for State Highways Department. June 12. E.S.B. 17567/63.*
Aluminium Conductor for Iller Bankasi Genel Mudurlugu. June 18. E.S.B. 17532/63.*

Turkish Maritime Bank:
Boiler Tubes. June 14. E.S.B. 16888/63.*
Electrical Equipment. June 17. E.S.B. 17543/63.*
Valves. June 10. E.S.B. 16889/63.*
Engine Telegraphs; Steering Compasses. June 11. E.S.B. 16887/63.*

UNITED STATES OF AMERICA

Transformers and Appurtenances (Hydro-Electric Scheme) for Douglas County Public Utility District No. 1. June 11. E.S.B. 17299/63.
Switchgear for Public Utility District No. 2, Grant County. June 17. E.S.B. 17557/63.
Power House Equipment for the U.S. Corps of Engineers. June 26. E.S.B. 17598/63.
Travelling Crane for Bureau of Reclamation. June 18. E.S.B. 17801/63.*

URUGUAY

Impedance Matching Units for La Administracion General de Las Usinas Electricas y Los Telephonos del Estado. (Further Information.) Closing date postponed to June 14. E.S.B. 3157/63.

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Afghanistan
Inquiry for building materials and hardware; electrical equipment and fittings; office furniture; prefabricated houses; cranes and lifts; construction equipment. (E.S.B. 15546/63.)

Argentina
Inquiry for scientific instruments. (E.S.B. 1207/63.)

Australia
Inquiry for trays; plastics hospital supplies. (E.S.B. 17363/63.)
Economic report, April 1963. (C.R.E. 6584/G.)
Reference to the Special Advisory Authority. (C.R.E. 3318/63.)

Austria
Economic report, April 1963. (C.R.E. 3756/62.)

Bahrain
Inquiry for projectors; record changers; food mixers. (E.S.B. 17461/63.)
Economic report, January-March 1963. (C.R.E. 1808/G3.)

Brazil
Inquiry for machinery. (E.S.B. 14297/63.)

Bulgaria
Inquiry for sports equipment – further information. (E.S.B. 14096/63.)

Burma
Market report on agricultural tractors. (E.S.B. 15510/63.)

Canada
Agency inquiry for hospital equipment; medical supplies. (E.S.B. 16951/63.)
Agency inquiry for milling heads. (E.S.B. 17146/63.)
Agency inquiry for piece-goods. (E.S.B. 17330/63.)
Agency inquiry for clothing. (E.S.B. 17175/63.)
Agency inquiry for wheel-type rake. (E.S.B. 16491/63.)
Inquiry for semi-precious minerals; jewellery fittings. (E.S.B. 16656/63.)
Inquiry for plastics. (E.S.B. 17413/63.)
Inquiry for components for photo-electric cells. (E.S.B. 16652/63.)
Inquiry for protective clothing. (E.S.B. 16754/63.)
Inquiry for foodstuffs. (E.S.B. 17174/63.)

Ceylon
Agency inquiry for machinery. (E.S.B. 17118/63.)
Inquiry for steam generation plant. (E.S.B. 16120/63.)

Chile
Inquiry for fishing industry equipment. (E.S.B. 15975/63.)

Czechoslovakia
Economic report for 1962. (C.R.E. 1058/63.)

Ethiopia
Market report on toilet preparations. (E.S.B. 15518/63.)

Fiji
Inquiry in respect of miscellaneous agencies. (E.S.B. 16710/63.)

Finland
Agency inquiry for stage equipment; electrical materials. (E.S.B. 17653/63.)

France
Agency inquiry for fabrics; plastics table fabric. (E.S.B. 6683/63.)
Agency inquiry for chemical products. (E.S.B. 17068/63.)
Agency inquiry for machinery for screw tips; damp and sound-proofing materials. (E.S.B. 17149/63.)
Agency inquiry for wallpapers. (E.S.B. 33193/62.)
Agency inquiry for toys; sports equipment; kitchen equipment. (E.S.B. 16680/63.)
Agency inquiry for machinery for plastics industry; plastics semi-finished products. (E.S.B. 16956/63.)
Agency inquiry for conveyor belting; rubber tubing. (E.S.B. 17687/63.)
Inquiry for hosiery and knitted goods; leather goods; linen; china; jewellery; toys; gloves; fancy goods. (E.S.B. 17480/63.)
Competition for hotel construction. (E.S.B. 15266/63.)

Germany (Federal Republic of)
Agency inquiry for wallpaper. (E.S.B. 17178/63.)
Agency inquiry for rubber goods. (E.S.B. 17372/63.)
Agency inquiry for leather. (E.S.B. 17129/63.)
Inquiry for health foods. (E.S.B. 16620/63.)
Inquiry for water purification plant. (E.S.B. 11776/63.)
Import opportunity – ice cream. (C.R.E. 158/62.)
Economic report, May 13-19, 1963. (C.R.E. 1479/G.)

Ghana
Inquiry for paper conversion machinery. (E.S.B. 17622/63.)

Greece
Economic report, March 1963. (C.R.E. 4828/2/G.)

Guiana
Economic report, July-December 1962. (C.R.E. 4365/60.)

Haiti
Market report on paints, varnishes and lacquers. (E.S.B. 9608/63.)

Hungary/Czechoslovakia
Trade Agreement. (C.R.E. 5465/G.)

India
Industrial Development. (E.S.B. 15686/63.)

Iran
Inquiry for cotton duck. (E.S.B. 17438/63.)

Israel
Agency inquiry for electronic instruments and equipment; gyroscopes; generators. (E.S.B. 16968/63.)

Italy
Industrial notes. (E.S.B. 15233/63.)

Jamaica
Agency inquiry for plastics laminates. (E.S.B. 17619/63.)

Japan
Inquiry for machinery. (E.S.B. 17033/63.)

Kenya
Agency inquiry for clothing; surgical dressings; foodstuffs and confectionery; toiletries; footwear; fire fighting equipment. (E.S.B. 2456/63.)
Agency inquiry for dustbins. (E.S.B. 17019/63.)
Agency inquiry for confectionery. (E.S.B. 17427/63.)
Inquiry for drapery. (E.S.B. 35583/62.)

Kuwait
Inquiry for contractors. (E.S.B. 16693/63.)

Macao
Inquiry in respect of development projects. (E.S.B. 33960/62.)

Muscat and Oman
Economic report, January-March 1963. (C.R.E. 4823/G/2.)

Netherlands
Agency inquiry for vehicle components and accessories. (E.S.B. 16725/63.)
Inquiry for sports medals. (E.S.B. 17665/63.)
Manufacture under licence – dies. (E.S.B. 17633/63.)

New Zealand
Agency inquiry for piece-goods; proofed fabrics; haberdashery; suitings. (E.S.B. 9935/63.)
Manufacture under licence – non-ferrous valves; aluminium alloy products. (E.S.B. 17423/63.)

Norway
Agency inquiry for disposable medical equipment. (E.S.B. 16739/63.)

Pakistan
Collaboration – machinery and plant. (E.S.B. 15559/63.)
Economic report, January-March 1963. (C.R.E. 1315/60.)

Paraguay
Inquiry for electricity generating and line equipment – further information. (E.S.B. 15744/63.)

Peru
Economic report, March 1963. (C.R.E. 1086/63.)

Portugal
Enquiry for rivets. (E.S.B. 17348/63.)

Qatar
Economic report, January-March 1963. (C.R.E. 4616/G/2.)

Singapore
Agency inquiry for clothing. (E.S.B. 17322/63.)

South Africa
Inquiry for educational aids; physiotherapy equipment. (E.S.B. 16718/63.)

Spain
Agency inquiry for dumpers. (E.S.B. 16636/63.)
Agency inquiry for wallpaper; plastics floorings; builders' hardware. (E.S.B. 16634/63.)
Agency inquiry for building machinery. (E.S.B. 16635/63.)

Sweden
Agency inquiry for plastics materials. (E.S.B. 16986/63.)
Agency inquiry for raw materials for the rubber industry; chemicals. (E.S.B. 17369/63.)
Agency inquiry for machine tools; plastics machinery (E.S.B. 16308/63.)
Manufacture under licence – castings. (E.S.B. 37039/62.)

Switzerland
Economic report, April 1963. (C.R.E. 2838/60.)

Turkey
Inquiry for tele-communications equipment; electrical and electronics equipment; heating and sanitary installations; printing machinery. (E.S.B. 17078/63.)
Inquiry for polymerisation plant. (E.S.B. 17087/63.)
Collaboration – machinery for making plastics wallpaper. (E.S.B. 16677/63.)

United States of America
Agency inquiry for laboratory glassware (E.S.B. 17366/63.)
Inquiry for hardware for survival kits. (E.S.B. 16406/63.)
Inquiry for wire fence mesh. (E.S.B. 16957/63.)
Inquiry for polyvinyl chloride scrap. (E.S.B. 16939/63.)
Inquiry for sporting goods. (E.S.B. 17189/63.)
Inquiry for P.V.C. resin; synthetic rubber. (E.S.B. 15976/63.)
Manufacture under licence – heavy industrial machinery and hydraulically powered equipment. (E.S.B. 17442/63.)

Venezuela
Agency inquiry for ceiling fans. (E.S.B. 15953/63.)

Yugoslavia
Memorandum on Trade. (C.R.E. 6189/G.)

Yugoslavia/Morocco
Trade Agreement. (C.R.E. 4812/G.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ARGENTINA

'Aforos' for Imports

ARGENTINE Customs Administration Resolutions establish the following index prices ('aforos') on which the surcharges and duties will be assessed. The 'aforo' system was explained in the *Board of Trade Journal* of November 10, 1961, page 994:

Tariff No.	Item	Value C and F U.S. Dollars
		per 1,000 Kilos
	Resolution No. 3	
4458 Bis	Trichloroethylene	240·00
Not numbered	Tetrachloroethylene	255·00
		per Gross Kilo
	Resolution No. 108	
1482-1483	Card clothing	4·50
	Resolution No. 135	per Kilo
3614	Filament yarn (continuous). – Textile use. Viscose rayon. Count 60 (N.A.B. *51.03. B)	2·35
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 75 (N.A.B.51.03 B)	2·21
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 100 (N.A.B. 51.03 B)	1·98
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 125 (12) (N.A.B. 51.03 B)	1·89
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 150 (N.A.B. 51.03 B)	1·68
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 200 (N.A.B. 51.03 B)	1·61
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 300 (N.A.B. 51.03 B)	1·47
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Count 450 (N.A.B. 51.03 B)	1·36
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Count 600 (N.A.B. 51.03 B)	1·40
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Count 900 (N.A.B. 51.03 B)	1·38
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Count 60. Coloured. (N.A.B. 51.03 B)	3·12
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 75 (N.A.B. 51.03 B)	2·98
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 100 (N.A.B. 51.03 B)	2·75
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 125 (120) (N.A.B. 51.03 B)	2·66
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 150 (N.A.B. 51.03 B)	2·45
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 200 (N.A.B. 51.03 B)	2·38
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 300 (N.A.B. 51.03 B)	2·24
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 450 (N.A.B. 51.03 B)	2·13
Not numbered	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 600 (N.A.B. 51.03 B)	2·17
3614	Filament yarn (continuous) – Textile use. Viscose rayon. Coloured. Count 900 (N.A.B. 51.03 B)	2·15
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 45 (N.A.B. 51.03 B)	2·23
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 55 (N.A.B. 51.03 B)	1·97
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 75 (N.A.B. 51.03 B)	1·93
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 100 (N.A.B. 51.03 B)	1·83
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 120 (N.A.B. 51.03 B)	1·63
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 150 (N.A.B. 51.03 B)	1·47
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 200 (N.A.B. 51.03 B)	1·44
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 240 (N.A.B. 51.03 B)	1·36
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 300 (N.A.B. 51.03 B)	1·35
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 450 (N.A.B. 51.03 B)	1·32
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 600 (N.A.B. 51.03 B)	1·29
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Count 900 (N.A.B. 51.03 B)	1·26
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 45 (N.A.B. 51.03 B)	2·67
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 55 (N.A.B. 51.03 B)	2·41
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 75 (N.A.B. 51.03 B)	2·37
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 100 (N.A.B. 51.03 B)	2·27
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 120 (N.A.B. 51.03 B)	2·07
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 150 (N.A.B. 51.03 B)	1·91
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 200 (N.A.B. 51.03 B)	1·88
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 240 (N.A.B. 51.03 B)	1·80
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 300 (N.A.B. 51.03 B)	1·79
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 450 (N.A.B. 51.03 B)	1·76
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 600 (N.A.B. 51.03 B)	1·70
3614	Filament yarn (continuous) – Textile use. Acetate rayon. Coloured. Count 900 (N.A.B. 51.03 B)	1·70
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 30. Matte yarn. (N.A.B. 51.03 A)	6·09
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 40. Matte yarn. (N.A.B. 51.03 A)	5·12
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 70. Matte yarn. (N.A.B. 51.03 A)	4·39
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 100. Matte yarn. (N.A.B. 51.03 A)	4·15
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 140. Matte yarn. (N.A.B. 51.03 A)	4·20
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 150. Matte yarn. (N.A.B. 51.03 A)	4·20
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 220. Matte yarn. (N.A.B. 51.03 A)	4·11
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 250. Matte yarn. (N.A.B. 51.03 A)	4·11
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 30. Coloured. (N.A.B. 51.03 A)	7·48
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 40. Coloured. (N.A.B. 51.03 A)	6·51
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 70. Coloured. (N.A.B. 51.03 A)	5·78
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 100. Coloured. (N.A.B. 51.03 A)	5·54
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 140. Coloured. (N.A.B. 51.03 A)	5·59
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 150. Coloured. (N.A.B. 51.03 A)	5·59
Not numbered	Filament yarn (continuous) – Textile use. Polyester. Count 250. Coloured. (N.A.B. 51.03 A)	5·50
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 40. (N.A.B. 51.03 B)	4·09
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 50. (N.A.B. 51.03 B)	3·30
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 65. (N.A.B. 51.03 B)	2·96
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 100. (N.A.B. 51.03 B)	2·51
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 125. (N.A.B. 51.03 B)	2·44
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 150. (N.A.B. 51.03 B)	2·36
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 300. (N.A.B. 51.03 B)	2·23
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 900. (N.A.B. 51.03 B)	2·03
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 40.Coloured. (N.A.B. 51.03 B)	4·42
3614	Filament yarn (continuous – Textile use. Cuprammonium rayon. Count 50. Coloured. (N.A.B. 51.03 B)	3·63
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 65. Coloured. (N.A.B. 51.03 B)	3·29

*N.A.B. = Brussels nomenclature.

Argentina (*Continued*)

Tariff No.	Item	Value C and F U.S. Dollars
		per Kilo
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 100. Coloured. (N.A.B. 51.03 B)	2·84
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 125. Coloured. (N.A.B. 51.03 B)	2·77
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 150. Coloured. (N.A.B. 51.03 B)	2·69
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 300. Coloured. (N.A.B. 51.03 B)	2·56
3614	Filament yarn (continuous) – Textile use. Cuprammonium rayon. Count 900. Coloured. (N.A.B. 51.03 B)	2·36
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 1100. (N.A.B. 51.03 B)	1·57
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 1200. (N.A.B. 51.03 B)	1·57
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 1530. (N.A.B. 51.03 B)	1·50
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 1600. (N.A.B. 51.04 B)	1·46
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 1650. (N.A.B. 51.03 B)	1·41
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 1800. (N.A.B. 51.03 B)	1·41
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 2200. (N.A.B. 51.03 B)	1·35
3614	Filament yarn (continuous) – Industrial use. Viscose rayon. Count 2400. (N.A.B. 51.03 B)	1·35
3614	Filament yarn (continuous) – Industrial use. Acetate. Count 1880. (N.A.B. 51.03 B)	1·59
3614	Filament yarn (continuous) – Industrial use. Acetate. Count 2700. (N.A.B. 51.03 B)	1·59
3614	Filament yarn (continuous) – Industrial use. Acetate. Count 3000. (N.A.B. 51.03 B)	1·59
Not numbered	Filament yarn (continuous) – Industrial use. Polyester. Count 1100. (N.A.B. 51.03 A)	3·55
Not numbered	Filament yarn (continuous) – Industrial use. Polyester. Count 840. (N.A.B. 51.03 A)	2·31
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 1260. (N.A.B. 51.03 A)	2·27
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 1680. (N.A.B. 51.03 A)	2·34
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 2520. (N.A.B. 51.03 A)	2·38
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 3360. (N.A.B. 51.03 A)	2·36
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 5040. (N.A.B. 51.03 A)	2·42
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 7560. (N.A.B. 51.03 A)	2·40
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 10080. (N.A.B. 51.03 A)	2·40
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 15120. (N.A.B. 51.03 A)	2·40
Not numbered	Filament yarn (continuous) – Industrial use. Nylon. Count 1050. (N.A.B. 51.03 A)	2·31
Not numbered	Fibres. nylon, up to 6 denier. (N.A.B. 56.01 A)	2·86
Not numbered	Fibres, nylon, more than 6 denier. (N.A.B. 56.01 A)	2·32
Not numbered	Fibres, polypropylene, unbleached, cut or tow. (N.A.B. 51.03 A)	2·08
Not numbered	Fibres, polypropylene, cut or tow, coloured. (N.A.B. 56.01 A)	2·78
Not numbered	Fibres, polypropylene, tops, unbleached. (N.A.B. 56.01 A)	2·58
Not numbered	Fibres, polypropylene, tops, coloured. (N.A.B. 56.01 A)	3·28
Not numbered	Fibres, polyester, unbleached, cut or tow. (N.A.B. 56.01 A)	2·60
Not numbered	Fibres, polyester, cut or tow, coloured. (N.A.B. 56.01 A)	3·10
Not numbered	Fibres, polyester, tops, unbleached. (N.A.B. 56.01 A)	3·10
Not numbered	Fibres, polyester, tops, coloured. (N.A.B. 56.01 A)	3·90
Not numbered	Fibres, rayon, unbleached. (N.A.B. 56.01 B)	0·88
Not numbered	Fibres, rayon, coloured. (N.A.B. 56.01 B)	1·10
Not numbered	Fibres, acetate, unbleached. (N.A.B. 56.01 B)	0·93
Not numbered	Fibres, acetate, coloured. (N.A.B. 56.01 B)	1·15
Not numbered	Fibres, triacetate, unbleached. (N.A.B. 56.01 B)	1·36
Not numbered	Fibres, triacetate, coloured. (N.A.B. 56.01 B)	1·58
Not numbered	Fibres, vinyon, and similar polyvinyl fibres. (N.A.B. 56.01 A)	1·92
Not numbered	Fibres, vinyon, and similar polyvinyl fibres, coloured. (N.A.B. 56.01 A)	2·80
Not numbered	Fibres, vinyon, and similar polyvinyl fibres, tops. (N.A.B. 56.01 A)	2·42
Not numbered	Fibres, vinyon, and similar polyvinyl fibres, coloured. (N.A.B. 56.01 A)	3·30
Not numbered	Fibres, Saran, unbleached. (N.A.B. 56.01 A)	1·66
Not numbered	Fibres, Saran, coloured. (N.A.B. 56.01 A)	1·77
	Resolution No. 177	per 1,000 Kilos
4254	Acetic acid	375
	Resolution No. 178	
4551	Ethyl acetate	350
	Resolution No. 179	
4556	Amyl acetate	420
	Resolution No. 182	per Net Kilo
4744 bis	Polystyrene, unmodified, in powder or irregular particles. (grumos)	0·41
	Resolution No. 183	
4744 bis	Polystyrene, modified, high and medium impact strength, in powder or irregular particles (grumos)	0·58
	Resolution No. 185	per 1,000 Kilos
4458	Chloromethane	1,140·
	Resolution No. 205	per Net Kilo
4744 bis	Polypropylene	0·80
	Resolution No. 206	per 1,000 Kilos
4271	*penta* Sodium triphosphate	235·
	Resolution No. 207	
4271	Sodium hexametaphosphate	320·
	Resolution No. 224	per Net Kilo
Not numbered	Polymethyl methacrylate, in sheets, whatever form, measurement or colour, of up to 1·5 mm. thickness	3·95
Not numbered	Polymethyl methacrylate, of more than 1·5 mm. thickness	1·80
	Resolution No. 242	Each One
922	Wall clocks, imitation cuckoo, without call or striking mechanism, of wood or zinc, one day, and movements for the same, common. (N.A.B. XVIII. 91.04)	0·60
922	Wall clocks, known as Jokeles; wall type for kitchens, hanging type, office, drawing room and master clocks; table type and particular styles, of wood or zinc, one day, and movements for the same, common. (N.A.B. XVIII. 91.04)	1·50
922	Cuckoo clocks, with call, with or without striking mechanism, musical table clocks, of wood or zinc, one day, and movements for the same, common. (N.A.B. XVIII. 91.04)	2·50
922	Small table clocks, without striking mechanism, of wood or zinc, 1 (one) day, and movements for the same, common. (N.A.B. XVIII. 91.04)	3·00
923	Wall clocks, imitation cuckoo clocks, without call or striking mechanism, of wood or zinc, one day, and movements for the same, current quality and fine. (N.A.B. XVIII. 91.04)	0·60
923	Wall clocks, known as Jokeles; wall type for kitchens, hanging type, office, drawing room and master clocks; table type and particular styles, without striking mechanism, of wood or zinc, one day, and movements for the same, current quality and fine. (N.A.B. XVIII. 91.04)	1·50
923	Cuckoo clocks, with call, with or without striking mechanism; musical table clocks, of wood or zinc, one day, and movements for the same, current quality and fine. (N.A.B. XVIII. 91.04)	2·50
923	Small table clocks, without striking mechanism, of wood or zinc, one day, and movements for the same, current quality and fine. (N.A.B. XVIII. 91.04)	3·00
924	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive; electric wall or table clocks, electronic clocks with cell or battery, wall or table type; without striking mechanism, of wood or zinc, and movements for the same, common and current quality. (N.A.B. XVIII. 91.04)	2·00
924	Cuckoo clocks, with call, with or without striking mechanisms; table clocks and particular styles, of wood or zinc, more than one and up to twenty day, inclusive, and movements for the same, common and current quality. (N.A.B. XVIII. 91.04)	2·50
924	Wall clocks for kitchens, hanging type, drawing room, office and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive; with striking mechanism, of wood or zinc, and movements for the same, common and current quality. (N.A.B. XVIII. 91.04)	5·0
924	Grandfather clocks, with or without striking mechanism, of wood or zinc, more than one and up to twenty day, inclusive, and movements for the same, common and current quality. (N.A.B. XVIII. 91.04)	20·00
925	Wall clocks for kitchens, office, drawing room, hanging type and master clocks; table clocks and particular styles, without striking mechanisms, more than one and up to twenty day, inclusive; electric wall or table clocks, electric clocks with cell or battery, wall or table type, of wood or zinc, and movements for the same, fine. (N.A.B. XVIII. 91.04)	2·00
925	Cuckoo clocks, with call, with or without striking mechanism; musical table clocks, of wood or zinc, more than one and up to twenty day, inclusive; and movements for the same, fine. (N.A.B. XVIII. 91.04)	2·50
925	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks and particular styles, with or without striking mechanism, more than one and up to twenty day, inclusive, of wood or zinc, and movements for the same, fine. (N.A.B. XVIII. 91.04)	5·00
925	Grandfather clocks, with striking mechanism, of wood or zinc, more than one and up to twenty day, inclusive, and movements for the same, fine. (N.A.B. XVIII 91.04)	20·00
926	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, without striking mechanism, wall clocks known as Jokeles, of marble, 'marmoline', faience, composition, glass or base metals, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	1·50
Not numbered	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks or particular styles, without striking mechanism, wall clocks known of Jokeles, of ceramics, plastic, formica, leather or leatherette, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	1·50
926	Musical table clocks, of marble, 'marmoline', faience, composition, glass or base metals, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	2·50

(*Continued on next page*)

Argentina (*Continued*)

Tariff No.	Item	Value C and F U.S. Dollars
		Each one
Not numbered	Musical table clocks, of ceramics, plastic, formica, bakelite, leather or leatherette, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	2·50
926	Small table clocks, without striking mechanism, of marble, 'marmoline', faience, composition, glass or base metals, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	3·00
Not numbered	Small table clocks, without striking mechanism, of ceramics, plastic, formica, bakelite, leather or leatherette, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	3·00
927	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, without striking mechanism, wall clocks, known as Jokeles, of porcelain, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	1·50
927	Musical table clocks, of porcelain, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	2·50
927	Small table clocks, without striking mechanism, of porcelain, one day, and movements for the same, common. (N.A.B. XVIII 91.04)	3·00
928	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, without striking mechanism, wall clocks known as Jokeles, of marble, 'marmoline', faience, composition, glass or base metals, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	1·50
Not numbered	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, without striking mechanism, wall clocks known as Jokeles, of ceramics, plastic, formica, bakelite, leather or leatherette, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	1·50
928	Musical table clocks, of marble, 'marmoline', faience, composition, glass or base metals, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	2·50
Not numbered	Musical table clocks, of ceramics, plastic, formica, bakelite, leather or leatherette, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	2·50
928	Small table clocks, without striking mechanism, of marble, 'marmoline', faience, composition, glass or base metals, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	3·00
Not numbered	Small table clocks, without striking mechanism, of ceramics, plastic, formica, bakelite, leather or leatherette, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	3·00
929	Wall clocks for kitchens, hanging type, office, drawing room and master clocks, table clocks and particular styles, without striking mechanism, wall clocks known as Jokeles, of porcelain, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	1·50
929	Musical table clocks, of porcelain, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	2·50
929	Small table clocks, without striking mechanism, of porcelain, one day, and movements for the same, current quality and fine. (N.A.B. XVIII 91.04)	3·00
930	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, electric wall or table clocks, electronic clocks with cell or battery, wall or table type, without striking mechanism, of marble, 'marmoline', faience, composition, glass or base metals, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	2·00
Not numbered	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty days, inclusive; electric wall or table clocks, electronic clocks with cell or battery, wall or table type, without striking mechanism, of ceramics, plastic, formica, bakelite, leather or leatherette, common and current quality. (N.A.B. XVIII 91.04)	2·00
930	Musical table clocks, of marble, 'marmoline', faience, composition, glass or base metals, more than one and up to twenty day, inclusive, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	2·50
Not numbered	Musical table clocks, of ceramics, plastic, formica, bakelite, leather or leatherette, more than one and up to twenty day, inclusive, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	2·50
930	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, with or without striking mechanism, of marble, 'marmoline', faience, composition, glass or base metals, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	5·00
Not numbered	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, with or without striking mechanism, of ceramics, plastic, formica, bakelite, leather or leatherette, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	5·00
931	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive; electric wall or table clocks, electronic clocks with cell or battery, wall or table type, without striking mechanism, of porcelain, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	2·00
931	Musical table clocks, of porcelain, more than one and up to twenty day, inclusive, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	2·50
931	Wall clocks for kitchens, hanging type, office, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, with or without striking mechanism, of porcelain, and movements for the same, common and current quality. (N.A.B. XVIII 91.04)	5·00
932	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, electric wall or table clocks; electronic clocks with cell or battery, wall or table type, without striking mechanism, of marble, 'marmoline', faience, composition, glass or base metals, and movements for the same, fine. (N.A.B. XVIII 91.04)	2·00
Not numbered	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive; electric wall or table clocks; electronic clocks with cell or battery, wall or table type, without striking mechanism, of ceramics, plastic, formica, bakelite, leather or leatherette, and the movements for the same, fine. (N.A.B. XVIII 91.04)	2·00
932	Musical table clocks, of marble, 'marmoline', faience, composition, glass or base metals, more than one and up to twenty day, inclusive, fine. (N.A.B. XVIII 91.04)	2·50
Not numbered	Musical table clocks, of ceramics, plastic, formica, bakelite, leather or leatherette, more than one and up to twenty day, inclusive, fine. (N.A.B. XVIII 91.04)	2·50
932	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, with or without striking mechanism, of marble, 'marmoline', faience, composition, glass or base metals, and movements for the same, fine. (N.A.B. XVIII 91.04)	5·00
Not numbered	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, with or without striking mechanism, of ceramics, plastic, formica, bakelite, leather or leatherette, and movements for the same, fine. (N.A.B. XVIII 91.04)	5·00
933	Wall clocks for offices, kitchens, hanging type, drawing room and master clocks; table clocks and particular types, more than one and up to twenty day, inclusive; electric wall or table clocks; electronic clocks with cell or battery, wall or table type, without striking mechanism, of porcelain, and movements for the same, fine. (N.A.B. XVIII 91.04)	2·00
933	Musical table clocks, of porcelain, more than one and up to twenty day, inclusive, and movements for the same, fine. (N.A.B. XVIII 91.04)	2·50
933	Wall clocks for kitchens, office, hanging type, drawing room and master clocks; table clocks and particular styles, more than one and up to twenty day, inclusive, with or without striking mechanism, of porcelain, and movements for the same, fine. (N.A.B. XVIII 91.04)	5·00
934	Chess clocks, and movements for the same. (N.A.B. XVIII 91.04)	1·50
934	400 to 1,000 day clocks, and self-winding clocks, and movements for the same. (N.A.B. XVIII 91.04)	5·00
934	Wall or table clocks, more than twenty and up to thirty day, inclusive, with or without striking mechanism, and movements for the same. (N.A.B. XVIII 91.04)	5·00
	Resolution No. 255	per net Kilo
4744	Plasticized and unplasticized compounds of vinyl chloride polymers and copolymers in any form	0·73
	Resolution N. 256	per 1,000 Kilos net
4625	Decolourizing activated clay	94·00
	Resolution No. 257	
4251	Acetone	220·00
	Resolution No. 258	
4271	Sodium dihydrogen orthophosphate, anhydrous	240·00
	Resolution No. 273	
4271	*tetra*Sodium pyrophosphate	230·00
	Resolution No. 274	
4271	*tri*Sodium orthophosphate, anhydrous	270·00
	Resolution No. 275	
4285 bis	*n*-Butanol	407·00
	Resolution No. 276	
4271	Ammonium thioglycollate	2,530·00
	Resolution No. 277	
4264 bis	Cryolite	325·00
	Resolution No. 278	
4680	magnesium sulphate, pure crystalline	100·00
	Resolution No. 280	
4264 bis	Sodium fluoride	370·00
	Resolution No. 281	
4264 bis	Potassium fluorosilicate	270·00

Mexico

A book on Mexico by the economist Graham Hutton has been published under the title 'Mexican Images'. Faber, 30s.

Argentina (*Continued*)

Modifications to Import Lists

ARGENTINE GOVERNMENT Decree No. 1667 of March 4 modifies as follows the lists attached to Decree No. 5439/59, see *Board of Trade Journal*, May 29, 1959, page 1278.

Tariff No. 4587 bis. Dichloropropionanilide, in concentrations not less than 36 per cent ('Stam F-34' and the like).
This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4643 bis. Benzotriazine phosphorodithioic ester, in concentrations not less than 20 per cent.
This item in List No. 3 (40 per cent surcharge) is modified to read: Azinphos-methyl in concentrations not less than 20 per cent.

Tariff No. 4788 bis. 'Gusathion' in concentrations not less than 40 per cent.
This item is hereby removed from List No. 3 (40 per cent surcharge).

Tariff No. 4788 bis. Azinphos-methyl ('Gusathion') in concentrations not less than 25 per cent.
This item is hereby included in List No. 3 (40 per cent surcharge).

Decree No. 1849

Add the following items to the lists mentioned:

Tariff No.	Item	List No.
1950	Disc composed of silicon carbide, vegetable and synthetic fibre and alloy of 'Bakelite' and nylon, with or without steel bush, diameter between 115 and 300 mm., thickness from 2 to 4 mm., used in machines for cutting stone and hard metals	5
4260	Liquid composed of an aqueous solution of an organic foaming agent (consisting of the sodium salt of sulphonated castor oil, potassium hydroxide and small amounts of alkaline cyanides and sulphides ('Brightener liquid for hard plating S')	5
4247/9	Product consisting of a mixture of castor oil and 11·8% mineral oil ('Castrol R')	5
4643 bis	Products denominado (5. dimetil-carbamate-2. dimetil-carbamoil-3. metil) pirazol, en concentracion no inferior al 65% (Dimetilan). (Given in the Spanish as this chemical cannot be identified)	3
4315	Dequalinium acetate	2
4280	3-*iso*Butyl-6-chloro-3, 4-dihydro-7-sulphamoylbenzo-1, 2, 4-thiadiazine 1, 1-dioxide ('Thiabutazide')	2
4744 bis	Powder composed of polyoxyethylene-bisphenol fumarate synthetic polyester resin ('Atlac 363')	2
2314	Plates of 'Canalical Hidrogel' in flat form or with ribs, used as separators in the construction of electric accumulators	5

COLOMBIA

Import Control

BY RESOLUTIONS issued by the Colombian Banco de la Republica prior deposits for the import of certain commodities have been reduced as follows:

Resolution No. 8 of February 28 reduces to 1 per cent the deposit on capital goods intended for stamping forges.

Resolution No. 9 of February 28 reduces to 1 per cent the deposit on primary materials and elements to be used in making basic drugs. The decree provides for the cheap manufacture of basic drugs as non-branded products.

Resolution No. 15 of April 4, 1963, reduces to 10 per cent the import deposit on the following items:

Item No.	Description
195	Ores: (f) of zinc.
418	Paperboard in rolls or sheets, processed: (e) Other than glossed, surface-coated, enamelled, coloured, varnished, gilt, silvered, metallized, marbled, chintz or decorated by printing, etc., or covered with paper having undergone the same processes, parchment board and imitations thereof, corrugated or embossed, n.e.s.i. (exclusively special paperboard for the manufacture of engine packings, waterproof and resistant to oil and petrol).
421	Paper in rolls or sheets, processed: (1) Other paper, n.e.s.i. (exclusively special paper for the manufacture of engine packings waterproof and resistant to oil and petrol.)
823	Internal combustion engines and jet engines: (b) Other: (3) Parts and components, worked or unworked, of spark-ignition and compression-ignition engines: A. Cylinder blocks, cylinders and pistons. B. Not specifically mentioned.

CHILE

Import Amendments

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The List was published in the *Board of Trade Journal* of July 6, 1962, page 50, and amendments have appeared frequently in subsequent issues.

AMENDMENTS TO IMPORT LIST

Section	Group	Item	Percentage of Tax Surcharge	Deposit Category
		(Note: (c) = 300%)		
V	24	Beef sausages	—	C
	27	Tapioca flour	5	B
	26	Anhydrous milk fat for pasteurized milk recombining plants	Not known	E
VIII	38	Cords of artificial or synthetic fibres for the manufacture of tyres	Free	B
	40	Agricultural and industrial sacks for packing export products, to enter the country solely under the regime of temporary admission	Free	Free
		Sacks of paper, waterproofed with paraffin, to be imported under the regime of temporary admission	Free	Free
IX	45 & 53	Waterproofing compositions	Not known	(c)
		Glue for making matches, made from leather and gristle denaturalized with Rhodamine (aniline dyestuff)	20	B
	46	Concentrated mixtures of drugs, antibiotics, vitamins and chemical products for use as additives for animal foods	Not known	C
		Cylophosphamide, tablets and ampoules in bulk	Not known	B
		Adrenocorticothrophic hormone (ACTH)	Free	A
		Insulins	Free	A
	51	Paints in tubes, jars or cakes for oil, water colour or poster colours	10	C
X	51 & 58	Blacksmiths' nails	10	B
		Tins with varnished insides to be imported only under the regime of temporary admission	Free	Free
		Valves for liquid gas	—	C
		Hurricane lamps and their spare parts	50	C
		Materials for making utensils for liquid gas: nickel discs, special packings for resisting heat and liquids, bi-metal springs for safety valves	5	C
	60	Animal-drawn ploughs and those of 1, 2 and 3 discs	Free	E
		Manually operated sprayers and those attached to power take-off vehicles, with pumps up to 5 gallons per minute capacity	Not known	E
		Offset harrows up to 12 discs and the rigid type with hydraulic power lift up to 18 discs	Not known	E
	61	Anti-static rubber cots for the textile industry	Not known	C
		Parts of motor compressors for refrigeration up to ¼ h.p. except outer casing and lid	20	C
	63	Electric bulbs for motor vehicles	—	(c)
		Electric meters	100	B
		Batteries of special types, cylindrical rechargeable or not, of not more than 1·5 v. for hearing aids, diameter 7·5 mm. to 15·5 mm. and height 3 mm. to 29 mm.	Not known	C
XII	66	Spare parts for motor vehicles	Free	B
XIII	71	Corks, of one piece, fine quality, cylindrical, 25 mm. diameter and 31, 37 and 40 mm. length, with the name of the bottler and his trade mark burnt into them	Not known	C
	75	Boxes of corrugated cardboard of 275 lb. or more tested resistance, exclusively for importation under the regime of temporary admission	Free	B
		Wrapping paper for fresh fruit exports, of less than 28 grams per sq. metre, lithographed and impregnated with insulating substances, to enter the country exclusively under the regime of temporary admission	Free	Free
		Paper for packing explosives, to enter the country exclusively under the regime of temporary admission	1	Free
	77	Other weapons and ammunition	—	(c)
	79	Assembled loudspeakers 2 to 12 in. and audio-frequency and power transformers	—	(c)
	81	Felt ribbons, waterproofed and interlocked with strips of aluminium or plastic up to 25 mm. in width for doors and windows	—	(c)

Forest Products Research

The annual report of the Steering Committee of the Forest Products Research Laboratory, entitled 'Forest Products Research 1962', has been published by the Department of Scientific and Industrial Research. Copies: HM Stationery Office. Price 6s. 6d., by post 6s. 10d.

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VENEZUELA

Import Control

BY A RESOLUTION issued by the Venezuelan Ministry of Development, published in the Venezuelan *Official Gazette* of April 29, 1963, and effective from the same date, the ratio of locally produced Gouda type cheese which must be bought in order to qualify for a licence to import foreign produced Gouda type cheese has been established as one kilogram of locally produced cheese for each kilogram of imported cheese.

The ratio of locally produced Parmesan type cheese which must be bought in order to qualify for a licence to import foreign produced Parmesan type cheese has been established as one kilogram of locally produced cheese for every three kilograms of imported cheese. Importers must buy locally produced matured cheeses at the following prices:

Yellow Gouda type cheese . .	Bs. 8·75 per kg.
Parmesan type cheese . . .	Bs.10·25 per kg.

JAMAICA

Import Licensing Arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal*, April 28, 1961, page 1044) is further amended by the addition of the following new item:

77. Manufactures of Sisal-Pads or Padding only.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5454, Ext. 471).

CANADA

Marking of Imported Goods

DETAILS WERE published in the *Board of Trade Journal* on March 29 of the following addition to the Canadian Marking of Imported Goods Order:

Unprinted paper grocery bags and check-out sacks shall each be marked on the outer surface.

Order in Council P.C. 1963-643, dated April 26, revokes this item.

The above information is contained in Canadian Department of National Revenue Memorandum, Series D42, dated March 13, 1963.

IRISH REPUBLIC

Import Quotas

THE following official statement was issued by the Government of the Irish Republic on May 7, 1963:

'It was announced in January last that, since quantitive restrictions against the goods of member countries would have to be removed at once on entry into the Common Market, the Government had decided to remove these restrictions as soon as possible and in any event not later than June 30, 1963.

'The Government have had the situation under review in the light of the change in circumstances in the meantime. They have decided that the quotas under the Control of Imports Acts on cycle tyres and rubber-proofed garments and the restrictions under the Agricultural Cereals Acts on the importation of sausage meal, sweetened wheaten products and other preparations containing wheat should be removed as from July 1, 1963. The goods in question will then be subject to tariff protection.

'It is anticipated that an announcement will be made shortly in regard to the quotas on leather and rubber footwear. In the case of other quotas, except those referring to woollen and worsted piece-goods and motor vehicles, the Government have decided that the quotas will be increased by 10 per cent as from July 1, 1963.'

Imports of Raw Tomatoes

THE MINISTER for Agriculture in the Irish Republic has announced that under the Tomatoes (Regulation of Import) Order, 1948, the importation of raw tomatoes is prohibited, except under licence, as from June 1, 1963, until further notice.

Canadian Industrial Conditions

The Economics and Research branch, Department of Labour, Canada, have published Report No. 6, 1962, entitled 'Working Conditions in Canadian Industry'. Copies: Queen's Printer and Controller of Stationery, Ottawa. (Catalogue No. L2 – 1562). Price 35 cents.

FEDERAL REPUBLIC OF GERMANY

Changes in the Rates of Turnover Equalization Tax

THE FEDERAL GERMAN Government have announced the introduction of a new law giving effect to changes as from June 1, 1963, in the rates of turnover equalization tax charged on some goods imported into the Federal Republic from all sources.

These changes will mean that the rates of 4 per cent and 6 per cent will be increased to 6 per cent and 8 per cent respectively for certain goods. For some agricultural products the current rate of 4 per cent will be reduced to either 2.5 per cent or 2 per cent. A list of the commodities affected will be published in next week's *Board of Trade Journal*.

All inquiries regarding this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 449).

Duty Quotas for 1963

THE FEDERAL German Authorities have published details of duty quotas in 1963 for steel strip, newsprint, flax yarn, aluminium, lead, zinc and other products. Amendments to the Federal Customs Tariff provide for these goods to be imported up to a stated maximum free of duty (in most cases) or at reduced rates.

Inquiries regarding these duty quotas should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.37, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

Nordisk Handelskalender

First published in 1903 'Nordisk Handelskalender 1963' covers five countries; Denmark, Norway, Sweden, Finland and Iceland, and contains names and addresses of industrial enterprises and wholesale trade. Copies: Publishing and Distributing Co. Ltd., 177, Regent Street, London, W.1. Price £4 4s.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appears on page xiv of the *Report of The Working Group on Export Merchants* supplement. (*BoTJ.* February 1, 1963.)

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THE NETHERLANDS

Import Duty Tariff Quotas

A NETHERLANDS Ministerial Order, No. D3/4026, of May 17, 1963, *Nederlandse Staatscourant* No. 95 of May 17), contains additions (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *NOT* be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment.

Cleaning, sifting, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty free or Reduced duty	
		Old (Prior to January 1, 1963)	New (From January 1, 1963)	January 1, 1963 to June 30, 1963 inclusive	July 1, 1963 to December 31, 1963 inclusive
				Per cent.	Per cent.
07.01 A III b	Potatoes, other than seed potatoes and other than imported for the manufacture of starch	—	Unlimited*	5	—
07.05	Dried leguminous vegetables, shelled, whether or not skinned or split	—	Unlimited†	2	—
ex 15.07 B II a 1 aa and 15.07 B II a 2 aa	Olive oil, obtained by first pressure	—	Unlimited‡	2	2
ex 15.07 B II a 1 aa, 15.07 B II a 1 bb, 15.07 B II a 2 bb 11 and 15.07 B II a 2 bb 22	Olive oil, obtained other than by first pressure	—	Unlimited‡	5	5
ex 29.42 C VIII b	Salts, ethers, esters and other derivatives of natural alkaloids of ergot of rye	—	Unlimited	Free	Free

*Quota for the period from May 20, 1963, to May 31, 1963 (inclusive).
†Quota for the period from May 20, 1963, to June 30, 1963 (inclusive).
‡Quota for the period from May 20, 1963, to September 30, 1963 (inclusive).

A previous notice on The Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of May 10, page 1111

ALGERIA

New Import Tax

THE ALGERIAN *Journal Officiel* of February 22, 1963, published a decree which institutes, with effect from February 20, 1963, a special temporary surtax of 3 per cent on all imported goods, with certain exceptions. The exceptions relate more especially to certain foodstuffs and some essential goods, mainly raw materials such as unmanufactured wool, cotton and metals.

The full list of exemptions may be seen, together with the text of the decree, at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

World Freight and Shipping Review

The British Sulphur Corporation Ltd. has published the World Freight and Shipping Review, 1962. The survey includes an evaluation of the economics of cargo handling, with particular reference to the siting of plants. Copies: British Sulphur Corporation Ltd., 43, Great Marlborough Street, London, W.1. Price 12 guineas.

REPUBLIC OF DAHOMEY

Fiscal Import Duty Modifications

THE DAHOMEAN *Journal Officiel* of December 1, 1962, announced that the fiscal import duty has been modified as follows:

Tariff No.	Description	New Fiscal Entry Duty
12-07	Kola nuts	15%
16-02	Tinned meat	Nil
24-01	Unmanufactured tobacco in leaves or midribs, tobacco waste	50%
24-02	Foreign cigarettes	Nil
36-06	Matches	40%
55-09	Unbleached cotton fabrics	3%
58-04	Velours and plush	Nil
61-06	Silk head scarves (madras)	Nil
85-15	Radio reception apparatus	10%

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

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FEDERAL REPUBLIC OF CAMEROON

Global Import Quotas

THE undernoted particulars of the global import quotas for the Federal Republic of Cameroon which cover the period December 1, 1962, to November 30, 1963, have now come to hand:

Quota No.	Tariff No.	Description	Quota (000 CFA francs)
1	04-01-01 to 04	Dairy produce: milk, butter, cheese	128,800
2	10-02 to 10-07	Cereals other than wheat	239,000
3	22-03	Beers	265,000
4	22-05, 22-06, 22-01 and 09, 22-01-02/04/07/10	Still and sparkling wines, liqueur wines, vermouths, alcohol and liqueurs, waters, ice, lemonades, grape must, cider, vinegar	227,800
5	Chap. 17, except 17-01, Chaps. 18, 19 and 20	Other sugars, sugar products, preparations of cereals, preparations of vegetables, fruit and other plants or parts of plants	138,850
6	Chaps. 01, 02, 03, 04, 05, 06, 07, 08, 09-01, 09-02, 09-03 to 10: Chap. 11, except 11-01, 12 and 13, 14, 15, 16, 21 and 23	Live animals, meat and edible offals, fish, crustaceans, molluscs, dairy produce, eggs, honey, live trees and other plants, bulbs, roots and similar, edible fruits and vegetables, coffee, tea, mate and spices, cereals, products of milling industry except wheat flour and malt, starch and gluten, oil seeds and oleaginous fruit, hops, raw vegetable materials for use in dyeing or tanning, etc., vegetable plaiting and carving materials, other products of vegetable origin, n.e.s., fats and oils, groundnut and palm oil, meat and fish preparations, various food preparations, residues and waste from food industries	1,221,550
7	24-01, 24-02/08/09	Raw and manufactured tobaccos, quality and ordinary cigarettes	306,250
8	25-01, 25-23	Common salt, hydraulic cements	197,200
9	Ch. 25 (except 25-01), 25-23, Ch. 26, 27-01/02/03/04/05 and 08, 27-17, Ch. 73 except 73-38	Plastering materials, limes, cements, sulphur, earth, stones, etc., metallurgic ores, etc., coals, lignites, cokes, peat, products of combustible minerals, electrical energy, iron, cast-iron, steel, non-ferrous metals	389,950
10	Ch. 39, 40	Plastics materials, ethers and cellulose esters, artificial resins and worked articles of these substances, natural rubber, etc.	284,150
11	Chaps. 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38	Organic chemical products, including D.D.T. for retail sale and otherwise presented, pharmaceuticals, including serums imported by the Central Pharmacy, fertilizers, tanning extracts, colouring matters, essential oils and resinoids, soaps, waxes, etc., albumenoidal and colloidal substances, explosives, etc., photographic and cinematographic products, various products of the chemical industries, insecticides	471,300
12	Chap. 51, Ex 55-09, Ex 56-07, 55-07/08, 62-01	Synthetic or artificial textiles, continuous, printed or not, printed cotton fabric, printed woven fabrics, other printed discontinuous synthetic or artificial fibres, cotton fabrics not printed, synthetic or artificial fabrics, discontinuous, not printed, blankets	1,561,850
13	57-10, 62-03 and 04	Jute fabric and jute sacks	211,150
14	Chap. 60, 61, 63	Knitted and crocheted goods, clothing and accessories, rags and old clothing	624,500
15	73-38, Ch. 82, Ch. 83	Kitchenware, tools, cutlery, various products of common metals	485,350
16	Ex. 84-12 and 13, Ex 84 Ex 50 and 51, Ex 85, Ex 90, Chap. 91, Chap. 93 and Ex Ch. 87	Domestic refrigeration equipment, air conditioning and heating equipment, domestic sewing machines, typewriters, calculating machines, cash registers, duplicators, photographic apparatus, etc., other consumer goods of Ch. 84, electrical kitchen equipment and for domestic use, other consumer goods of Chap. 85, lenses, prisms, optical lenses, binoculars, other optical and precision, etc., instruments and apparatus, watches and clocks, arms and ammunition other than those for military use, cycles, motor cycles, spare parts	854,250
17	Ch. 24, Ex 84, 48-10 to 21, Ch. 50, 53, 54, 55-01 to 04, 55-05 and 06, Chap. 57 except 57-10, Ch. 58, 59, Ex 62, 66, 68, Ex 69, 70, 71, 92, 96, 97, 98, 99	Steel products, wood, plywood, etc., paper and paperboard and products thereof, silk, etc., wool, hair, ropes, flax, ramie, bulk cotton, cotton linters, waste, combed or carded cotton, cotton thread, other vegetable textile fibres except jute fabric, carpets and rugs, velours, fishing nets, wadding and felt, other articles made of fabric, sails, tarpaulins, etc., umbrellas, etc., ceramic and porcelain products, glass and glassware, pearls, musical instruments, furniture, medical and surgical products, brushware, games and toys, objets d'art and antiques, various other products	869,900
18	27-09 and 10, 27-11 to 27	Petroleum and oil, petroleum gases, vaseline, paraffin, paraffin wax, etc.	256,150
19	Ex 87-02-04, 05, 06, Ex 87-14	Cars, utility vehicles of both less than or more than 3 tons, spares, including motor spares for vehicles of less than 3 tons	1,338,000
20	Ex 87-01 and 06	Wheeled and tracked tractors and spare parts of all kinds	245,850
21	84-09-22 and 23, Ex 84-56, 84-87-07, 84-24 to 30, Chaps. 84 to 90, other positions not specified in Quota 16	Public works equipment, equipment and machinery for mines, etc., and for agriculture and the food industries, other equipment and machinery, non-electric, and spares, electrical equipment and machinery, industrial motors, based or loose, and spares, rail, air and maritime equipment	868,200

Notes: The following observations apply to the quotas of which the numbers are given before each remark:

4. Ceiling for whisky quota is 88 tons, and for ordinary wines 770 tons.
6. Ceiling for stockfish is 400,000,000 francs CFA.
14. Ceiling for products of Asian origin is 75,000,000.
    Ceiling for rags and old clothing is 75,000,000.
16. Ceiling for radios is 112,500,000.
    Ceiling for clocks and watches is 37,500,000.
    Ceiling for cycles is 1,000 machines.
    Ceiling for air conditioners is 160,000,000.
19. Ceiling for vans and cars is 400,000,000.

The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

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ETHIOPIA

Import Duties

THE ETHIOPIAN import duties on certain goods have been increased from April 26, 1963. The revised rates are as follows:

No.	Commodity	Unit	Duty
			Eth. $ or %
63	Brandy, whisky, rum, geneva, gin and other spirituous beverages:		
	(a) of an alcoholic strength not exceeding 50% by volume	per litre of liquid	12·00
	(b) of an alcoholic strength exceeding 50% by volume	per litre of alcohol	22·00
64	Liqueurs: Cordials and mixed potable spirits:		
	(a) of an alcoholic strength not exceeding 50% by volume	per litre of liquid	12·00
	(b) of an alcoholic strength exceeding 50% by volume	per litre of alcohol	22·00
87	Cotton blankets	per kilogramme	1·75
92	Piece-goods, grey, including shirting, sheeting and abujedid:		
	(a) Not over 30 metres in length:		
	(i) Weighing not more than 5 kilogrammes per piece	per piece	8·00
	(ii) Weighing more than 5 kilogrammes per piece	per kilogramme or a part thereof	1·60
	(b) Over 30 metres in legnth:		
	(i) Weighing not more than 5 kilogrammes per piece	per piece	10·00
	(ii) Weighing more than 5 kilogrammes per piece	per kilogramme or a part thereof	2·00
94	Cotton piece-goods, grey, n.e.e.	*ad valorem*	45%
95	Cotton sheetings, shirtings and mahmudi, white, dyed or printed:		
	1. not over 92 cms. wide	per metre	0·60
	2. over 92 cms. wide	per every additional 15 cms. or a part thereof of width	0·10
96	Cotton drills, twills and jeans, white or dyed, including khaki drill:		
	1. not over 75 cms. wide	per metre	0·60
	2. over 75 cms. wide	per every additional 15 cms. or part thereof of width or in both cases mentioned under 1 and 2 above: 65% *ad valorem* whichever rate is the higher	0·10
97	Cotton piece-goods, white, dyed or printed, n.e.e.	*ad valorem*	50%
104	Cotton yarns:		
	(a) Grey or bleached (irrespective of fold):		
	(1) Counts up to and including 20½	per kg.	1·25
	(2) Counts above 20½ and up to and including 40	per kg.	1·50
	(3) Counts above 40 and up to and including 60	per kg.	2·25
	(4) Counts above 60	per kg.	3·50
	(b) Coloured or mercerized (irrespective of fold):		
	(1) Counts up to and including 20½	per kg.	1·50
	(2) Counts above 20½ and up to and including 40	per kg.	2·75
	(3) Counts above 40 and up to and including 60	per kg.	3·40
	(4) Counts above 60	per kg.	5·00
	Note: Counts according to British or International system number of hanks of 840 yards in the 1 lb.		
105	Cotton goods, miscellaneous, n.e.e.		60%
113	Gunny bags, used	per 100 kilogrammes	50·00
114	Hessian cloth	per 100 kilogrammes	50·00
129	Blankets and rugs	per kilogramme	3·50
130	(a) Clothing and sewn articles, including household articles	*ad valorem*	55%
133	Piece-goods	*ad valorem*	55%
134	Piece-goods: mixed with any other fibres except silk or artificial silk	*ad valorem*	55%
136	Velvets, plushes and all other pile cloth	*ad valorem*	55%
137	Miscellaneous woollen goods or manufactures	*ad valorem*	55%
141	Cotton blankets, or blankets of cotton mixed with any other fibres	per kilogramme	2·50
230	Motor vehicles:		
	(a) Motor passenger cars, station wagons, shooting brakes, utility cars and similar vehicles whether assembled or unassembled, together with their appropriate initial equipment:		
	(i) Where the net weight does not exceed 1,000 kilogrammes and the dutiable values does not exceed Eth. $4,000	*ad valorem*	30%
	(ii) Where the net weight exceeds 1,000 kilogrammes or the dutiable value exceeds Eth. $4,000	*ad valorem*	45%
	Note: As used in paragraph (a) above the expression net weight shall mean the weight of the vehicle with the battery and spare wheel and with such tools, parts and equipment as it shall be proved to the satisfaction of the Directors of Customs represent not less than the standard for any particular vehicle.		
	(b) Land Rovers, jeeps and similar vehicles: Pick-ups and light delivery vans including motor lorries, trucks and similar vehicles, with a carrying capacity not exceeding 1,500 kilogrammes, including microbuses, minibuses, minicoaches and similar vehicles, whether assembled or unassembled, together with their appropriate initial equipment	*ad valorem*	30%
	(c) Motor cycles, motor tricycles and motor scooters, sidecars and caravans, whether assembled or unassembled, together with their appropriate initial equipment	*ad valorem*	30%
	(d) Omnibuses, coaches, motor lorries, big buses and trucks and similar vehicles, with a carrying capacity of more than 1,500 kilogrammes, whether assembled or unassembled together with their appropriate initial equipment	*ad valorem*	10%
	(e) Motor vehicles, other materials and equipment which have been used by the Government if disposed of		Free
233	Motor vehicle bodies and parts and accessories thereof, n.e.e.	*ad valorem*	30%
234	Motor vehicle engines and parts and accessories thereof, n.e.e.	*ad valorem*	30%
297	Gas: in bulk, and compressed in cylinders:		
	(a) For medical use as an anaesthetic		Free
	(b) Others, n.e.e.	per kilogramme	0·10
423	Manufactured articles of plastic materials	*ad valorem*	35%

REPUBLIC OF SOUTH AFRICA

Customs Tariff Applications

CUSTOMS TARIFF Application (List No. 337 published as Government Notice No. 296 in the Republic of South Africa Government Gazette of May 17, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff.

For an increase in duty on:

1. Crayfish netting from 20 per cent. *ad valorem* to 15 cents per five feet netting of 35 meshes (i.e. 126 inches) wide or 40 cents per pound whichever is the greater.
2. Woven cotton printed embossed fabrics by excluding them from the provisions under tariff item 76 (6) (a) (xx) and 76 (6) (b) (xxi) and including them under the provisions for printed fabrics, i.e. tariff item 76 (6) (a) (viii) and 76 (6) (b) (ix).

Where British Trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference (1) CRE. 5844/63; (2) CRE. 5845/63.

For the withdrawal of rebate facilities on:

(a) Printed woven piece-goods with a free-on-board price not exceeding R1.10 per lb. by weight of material provided for under tariff items 491 (1) (a) (ix), 491 (1) (a) (xvii) and 491 (1) (a) (xviii).

(b) Woven cotton printed embossed fabrics with a free-on-board price not exceeding R1.10 per lb. by weight of material provided for under tariff item 491 (1) (a) (xxi).

It is expected that the South African industries at present enjoying these rebates will submit evidence in favour of their retention, but if any British interests affected should consider that they have evidence on the matter not likely to be available to the South African Board of Trade and Industries they should communicate with the Commercial Relations and Exports Department of the Board of Trade as above, quoting reference CRE. 5845/63.

Customs Tariff Changes

GOVERNMENT NOTICE No. 264, published in the Republic of South Africa Government Gazette of May 3, reproduces Amendment List No. 47 to the Customs Tariff Guide. Consequential Customs Tariff changes are as follows:

Blankets – electrically heated, have been transferred from Tariff Item 143(b)(vi) to Item 61(a)(1) and are now liable to the various rates of duty under this item. These duties are levied according to the textile content of the blanket (ie., cotton, wool, etc.).

(*Continued on next page*)

South Africa (*Continued*)

Megaphones – electric, with hand microphones, have been transferred from Tariff Item 335 to Item 154(5). The duty becomes 5 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* from all sources as previously.

Millinery Feathers and Flowers have been transferred from Tariff Item 73(1)(b) to Item 309. The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Domestic Coffee Mills, if power operated, have been transferred from Tariff Item 335 to Item 119(d). The duty remains unchanged at 20 per cent *ad valorem* from all sources.

Wool Oil, an animal oil, has been transferred from Tariff Item 210(e) to Item 207 if oleine and Item 202(7) if otherwise. It is now free of duty from all sources and 20 per cent *ad valorem* from all sources respectively instead of 15 per cent *ad valorem* as previously.

Olives have been classified as a vegetable and have been transferred from Tariff Item 22 to Item 46 and are now free of duty from all sources if fresh or green, and 20 per cent *ad valorem* from all sources if tinned or otherwise preserved.

Piano Hinges have been transferred from Tariff Item 113(1) to Item 113(9). The duty becomes 25 per cent *ad valorem* from all sources instead of 20 per cent *ad valorem* from all sources as previously.

Transistors, not capable of use with radio apparatus, have been transferred from Tariff Item 327 to Item 154(7). The duty becomes 7½ per cent *ad valorem* from Britain and 12½ per cent *ad valorem* from all other sources instead of free of duty from all sources as previously.

Brominated Tea Seed Oil, Brominated Vegetable Oil and Brominated Olive Oil have been transferred to Tariff Item 202(7). The duty is now 20 per cent *ad valorem* from all sources

FEDERATION OF RHODESIA AND NYASALAND

Application for Increased Duty

THE BRITISH TRADE COMMISSIONER in Salisbury reports that an application has been received by the Ministry of Commerce and Industry for an increase in the Customs Duty applicable to the following commodity. Britain pays the Column D rate of duty.

Tariff Item	Commodity	Rates of Duty			
		A	B	C	D
153	Wire: being a cold-drawn product of any solid section of any cross-sectional shape in which no cross-sectional diameter exceed ·5 inch:				
	Present wording and duties:				
	(c) (i) Single, iron or steel, plain or galvanized, with a cross-section diameter of not less than ·048 inch and not more than ·4 inch and of a free-on-board value not exceeding £3 3s. 0d. per 100 lb. *ad val.*	25%	20%	15%	15%
	(d) Other, except electric. *ad val.*	10%	5%	Free	Free
	Proposed wording and duties:				
	(c) (i) Single, iron or steel, plain or galvanized, with a cross-section diameter of not less than ·048 inch and not more than ·4 inch, and of a free-on-board value not exceeding £3 15s. 0d. per 100 lb. *ad val.*	25%	20%	15%	15%
	(d) Other, except electric. *ad val.*	10%	5%	Free	Free

(*Note:* The intention of this proposal is to extend the range covered by the present protective duties on wire to include high-strain wire.)

Where British trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get into touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Export Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 5823/63.

The closing date for the receipt of such representations by the Federal Ministry of Commerce and Industry is June 27, 1963.

Customs Tariff Changes

FEDERAL GOVERNMENT Notice No. 154, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of May 17 sets out the following amendment to the Customs Tariff with effect from that date. Britain pays the Column D rate of duty.

Tariff Item	Article	Duty A	Duty B	Duty C	Duty D
172	Glassware, chinaware, porcelainware, earthenware, stoneware, and plastic substitutes therefor, n.e.e.: By the repeal of sub-paragraphs (ii) and (iii) of paragraph (b) and by the substitute therefor of the following sub-paragraphs:				
	(ii) Chinaware and porcelainware *ad val.*	50%	35%	25%	10%
	(iii) Earthenware and stoneware:				
	(A) Cups and saucers:				
	(I) Plain, white, not being painted, coloured, tinted, stained, enamelled, gilded, printed or similarly decorated or patterned . *ad val.*	50%	35%	25%	10%
	(II) Cups, other *ad val.*	50%	35%	25%	10%
	and in addition per cup	£0 0s. 2d.	£0 0s. 2d.	£0 0s. 2d.	£0 0s. 2d.
	(III) Saucers, other *ad val.*	50%	35%	25%	10%
	and in addition per saucer	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.
	(B) Other . . *ad val.*	50%	35%	25%	10%
	(iv) Plastic . . . *ad val.*	50%	35%	25%	10%

Application for Increased Duty

THE BRITISH TRADE COMMISSIONER at Salisbury reports that an application has been received by the Ministry of Commerce and Industry for an increase in the Customs duty applicable to leather or regenerated leather belts, with or without buckles, of a width not less than half an inch and not more than one inch, rug straps and luggage straps (ex Tariff Item 257(A)).

The application is for the present duties to be increased by 10 per cent *ad valorem* in all columns, the alternative specific duties to remain unchanged.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 6159/63. The closing date for the receipt of representations by the Federal Authorities is June 13, 1963.

CEYLON

Imports of Paper and Paper Board

IMPORT CONTROL Notice No. 20/63 the Ceylon Controller of Imports and Exports requested importers to furnish, before May 31, 1963, particulars of the undermentioned items in addition to and in the same form as those listed in the *Board of Trade Journal* of April 5, 1963 (page 804):

(16) Crepe paper
(17) Cloth-lined paper for maps and charts
(18) Filter paper
(19) Greaseproof paper
(20) Leatherite paper
(21) Oil paper
(22) Tissue paper
(23) Tracing paper.

'Hints to Businessmen' Visiting Panama, Yugoslavia and Greece

REVISED EDITIONS of the booklets on Panama, Yugoslavia and Greece have been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

FEDERATION OF MALAYA

Animals Ordinance 1953

ONE EFFECT of the issue in October 1962 of the Animals Importation Order, 1962 (which is made under the above Ordinance) is that carcasses, meat and meat products imported from the United Kingdom into the Federation of Malaya must be accompanied by certificates to show that the country of origin was free from specified diseases during the previous six months. The Director of Veterinary Services, Federation of Malaya, has now agreed that for the purpose of complying with Section 1 of the Second Schedule (the relevant Section of the Order) England and Wales, Scotland and Northern Ireland may be treated as three separate countries. As this involves a departure from the wording of the Order the permit to import in these circumstances must be obtained from the Director of Veterinary Services and not from the State Veterinary Officer as stated in 1 (c) of column (4) below. Section 1 reads as follows:

SECOND SCHEDULE

(1) Carcass or Product	(2) Country or part of country from which carcass or product may be imported	(3) Purpose	(4) Restrictions
1. Carcass of any animal or bird or part thereof including meat (frozen, dried, dehydrated, salted, pickled or smoked).	British Isles, Ireland, Denmark, Holland, Switzerland, Australia, U.S.A. and Canada, New Zealand.	Human consumption.	1. All carcasses, meat and meat products imported from the countries mentioned in Column 2 shall by accompanied by: (a) A General Veterinary Certificate signed by a competent Veterinary Authority of the country of origin certifying that the country was free from foot-and-mouth disease and rinderpest for six months immediately prior to the slaughter and export of the animals from which the products for export to the Federation were derived. (b) A Meat Inspection Certificate stating that the meat or meat products has been derived from animals subjected to ante-mortem, and post-mortem examinations and had been found to be free from infectious and contagious disease, and that the products for export to the Federation are fit for human consumption and that every precaution had been taken to prevent contamination prior to export. (c) An import permit from the State Veterinary Officer permitting the importation of such products into the Federation of Malaya. 2. In the case of pork or pork products a further statement stating that the country or district was free of swine fever during the last six months. 3. In the case of poultry a further statement that the country or district was free from fowl pest and fowl cholera.

A copy of this Order and the Animals Rules, 1962, which between them set out the regulations for importing animals, poultry, eggs, carcasses, animal feed and fertilizer into the Federation may be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, E.C.4.

DSIR Industrial Booklet

A booklet entitled 'The Supervisor and His Job', published by the Department of Scientific and Industrial Research, is No. 13 in the series 'Problems of Progress in Industry'. Copies, HM Stationery Office. Price 3s., by post 3s. 2d.

AUSTRALIA

Reference to the Special Advisory Authority

DETAILS WERE given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **plastic coated glass-fibre yarns** (Tariff Item 245 (B)).

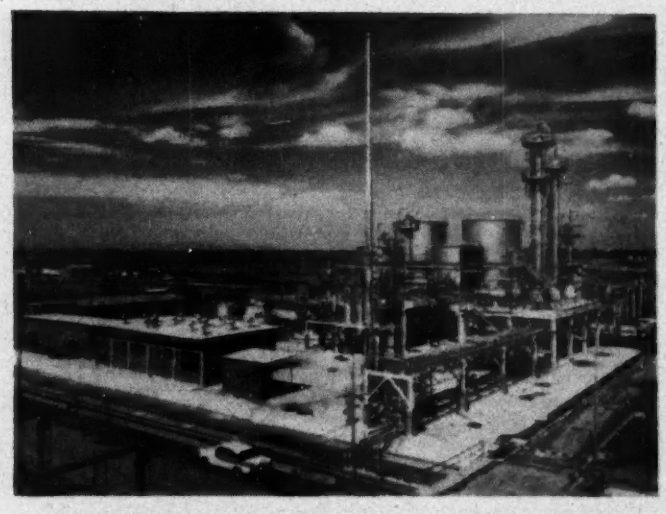
Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
245	Glass fibre (including glass wool) and fibre mixtures containing glass in which the fibres other than glass are not in chief part by weight, and articles made therefrom; yarns and fabrics, of glass fibre or having a fibre content of glass or of glass with other fibres, the fibres other than glass not being in chief part by weight of the fibre content, and articles made therefrom:			
	(B) Yarns; cords and cordage; braids *ad val.*	20%	30%	30%

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian Association of British Manufacturers, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2840 or 3145) quoting reference No. C.R.E. 3548/63.

British Detergent Plant in Australia



A general view of the new Detergent Alkylate Plant at Shell Chemical (Aust.) Pty. Ltd's. Geelong Refinery. On the left is the control room from which the whole operation of the plant can be controlled, in the centre is the furnace stack, behind that the reaction section and behind that again the feedstock storage tanks. To the right are the distillation columns of the Purification section, and on the far right the small tanks for storage of the finished detergent alkylates.

Secondary Industries 1959-60

The 54th official Bulletin dealing with Australian Secondary Industries containing statistics up to the year 1959-60, advanced in some sections to 1960-61 has now been published by the Commonwealth Bureau of Census and Statistics, Canberra. Applications for copies should be directed to the Commonwealth Statistician, Canberra, or any State office of the Bureau.

Australia *(Continued)*

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following Tariff Items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES, viz.: Carboxypropionyl glycyrrhetic acid, Diphenoxylate, Lynoestrenol and methoxy ethinyloestradiol, combined	285 (B) (1)	Free
INNER CONTAINERS specially designed for the transport of fourdrinier wires imported empty, for loading with fourdrinier wires and forthwith to be exported, under security	400	Free
LENSES, glass, ophthalmic, single vision	449 (A) (1)	Free
MUSICAL INSTRUMENT PARTS AND ACCESSORIES as follows: Rests, shoulder, violin		
PAPER AND PAPERBOARD, otherwise classifiable under Tariff items 335 (A) (4) or 335 (A) (5) for use as a filter medium, under security	335 (A) (1) (b)	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

DRUGS AND CHEMICALS, otherwise classifiable under Tariff Item 281 (L) (2) (b) as follows: Dyes, heat sensitive, in aqueous solution, being sterilization indicators	281 (L) (2) (a)	Free
DRUGS, CHEMICALS AND MEDICINES, viz.: Tri-butoxyethyl phosphate, otherwise classifiable under Item 280 (J) (5), Triphenyl phosphate, otherwise classifiable under Item 280 (J) (5)	449 (A) (1)	Free
MUSICAL INSTRUMENT PARTS AND ACCESSORIES as follows: Violin chin rests	363 (H) (1)	Free
PAPER AND PAPERBOARD: Otherwise classifiable under Tariff Item: 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.: Writing paper having a substance not exceeding 37 grammes per square metre, Writing paper having a substance not exceeding 205 grammes per square metre, containing more than 55% mechanical pulp	335 (A) (1) (e)	Free
335 (E), viz.: For use as a filter medium, otherwise classifiable under Tariff Items 335 (E) (5) or 335 (E) (6), under security	335 (E) (1) (c)	Free
335 (G), viz.: Cast coated, For use as a filter medium, otherwise classifiable under Tariff Item 335 (G) (5)(b) or 335 (G) (5) (c), under security	335 (G) (1) (c)	Free
TEXTILE FABRICS, knitted or lockstitched, otherwise classifiable under Item 479 (B), 479 (D) or 479 (F), as follows: Not containing wool or containing less than 20% by weight of wool, for use in the manufacture of boots, shoes and slippers, under security	479 (A)	Free

New Period By-law

The following goods will be admitted under By-law provided they are entered as set out in the first column:

LENSES, artificial resin, ophthalmic, single vision, provided the goods are shipped to Australia on or before June 30, 1963	449 (A) (1)	Free

The new By-law relating to Ivory paperboard, etc., classifiable under Tariff Item 335 (A)(1) (e) published in the *Board of Trade Journal* of May 17, page 1162, has now been withdrawn and pending the creation of satisfactory definition for these goods they will be admitted on an *ad hoc* basis.

Tariff Changes

CHANGES HAVE BEEN made in the Australian Tariff affecting the rates of duty payable on nozzle testing outfits, fuel injection equipment, and flowmeters and associated equipment.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Decisions on Tariff Classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL APPLIANCES AND MATERIALS: Bolts, eye (insulated), Bolts, insulated, used on overhead trolley wires to fasten the wire supports to the live trolley wire	182 (A)	30% *ad val. less* 3s. 6d. per cwt or 10% *ad val.* whichever rate returns the higher duty.
Brushes, carbon, imported separately, for generators, electric motors and rotary converters, including those under 1 h.p.	181 (C) (3)	17½% *ad val.* Primage duty 5% *ad val.*
LAMPS AND LAMPWARE: Globes for electric arc lamps: When imported with the lamps one globe may be admitted with each lamp as part of the lamp, except with lamps of the enclosed variety, for each of which two globes or one globe and one shade may be allowed	206 (B) (1)	12½% *ad val.*
When imported separately, also any extra globes	206 (B) (2)	12½% *ad val.* Primage duty 5% *ad val.*
Reflectors, glass, for electric arc lamps		
PUMPS: For petrol stoves and irons, being somewhat similar to a cycle inflator	176 (G) (2) (b)	22½% *ad val.*
RUBBER AND SILICONE RUBBER: Compounded, including latex, natural and synthetic; silicone rubber. NOTE: This Item is restricted to unvulcanized products not further advanced than plain rectangular plates, sheets or strips, the addition of vulcanizing agents to unvulcanized rubber without subjecting such compounded mix to a thermal curing or other deliberate process designed to produce a vulcanized product does not constitute vulcanization for the purposes of this item. Such unvulcanized products will remain within the scope of Item 330 (B) subject to the other conditions of this note. However, where plates or sheets of compounded rubber have been subjected to a deliberate thermal or other vulcanizing process, such goods pass to to Item 332 (B) (4) or other appropriate item (i.e., other than Item 330).	330 (B)	Various
TOOLS: Maintenance tools (such as spanners, screwdrivers, oil cans, etc.), being standard equipment imported with and for use with machines, appliances or vehicles. According to the Item applicable to the machine, appliance or vehicle with which they are imported.		

NOTE: Specific rates are quoted in Australian currency: £A125 = £ Sterling 100.

Prefatory Note No. 7

Unless the Tariff otherwise provides or the Minister otherwise directs, any goods composed of two or more materials shall be deemed for the purpose of classification to be composed wholly of the material of chief value in the goods, provided that when the respective materials are of equal value the goods shall be deemed for the aforesaid purpose to be composed wholly of the material that would make the goods liable to the higher or highest rate of duty.

Ministerial Direction No. 3

Subject to the next succeeding paragraph and to all subsequent Ministerial Directions, the provisions of Prefatory Note No. 7 shall not apply to oils classifiable under Item 225 (C), Item 228 and Item 230.

Notwithstanding the provisions of Item 225 (A) oils in chief part by weight of an oil which, if imported separately, would be classifiable under Item 225 (C), Item 228 or Item 230 shall be deemed to be composed wholly of that oil.

This order operates on and from March 1, 1963.

(Continued on next page)

Australia (*Continued*)

Details of Tariff Changes

DETAILS are given below of the changes made in the Australian Tariff by Customs Proposals which came into effect on May 17 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
371	Articles imported or cleared from bond for the personal or official use of: (C) *(New sub-item) A State Governor or any member of his family*	No change (Under former Item 372 (A))			Free	Free	Free
	(D) *(New sub-item) A member of the staff of a State Governor, provided that that member is not an Australian citizen*	No change (Under former Item 372 (B))			Free	Free	Free
372	[Articles imported or cleared from bond for the personal or official use of: (A) A State Governor or any member of his family	Free	Free	Free	No change (Under new Item 371 (C))		
	(B) A member of the staff of a State Governor, provided that that member is not an Australian citizen]	Free	Free	Free	No change (Under new Item 371 (D))		
	Goods for use by or sale to persons the subject of a Status of Forces Agreement between the Government of the Commonwealth of Australia and the Government of another country, as prescribed by Departmental By-laws	Various (Under the appropriate Items of the Tariff)			Free	Free	Free

NEW ZEALAND

Customs Tariff Inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on the following items:

Item No.	Tariff and Statistical Items	Rates of Duty				
		British Preferential	Australian Agreement	New Zealand Agreement	Most-Favoured-Nation	General Tariff
	Wrought plates, sheets, and strip, of aluminium:					
	Rectangular, plain, unworked:					
684.220.1	As may be determined by the Minister					
	Corrugated:					
684.220.3	As may be determined by the Minister	25%	Such rate	of duty not	exceeding 35%	40%
	Other wrought plates, sheets, and strip of aluminium:					
684.220.7	As may be determined by the Minister					

The public inquiry will take place in Wellington on August 13, 1963. Typewritten statements of evidence should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than July 30, 1963. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Each statement of evidence will, in general, need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959 they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The Aluminium Industry Council, 60 Calthorpe Road, Five Ways, Birmingham 15, has been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2611), quoting reference C.R.E. 3016/63.

Any British firm proposing to submit independent evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 of their intention.

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Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff, will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

NORTHERN REGION. Clarendon House, Clayton Street West, Newcastle-upon-Tyne 1. (Tel. Newcastle 27550. Code: ONE 2. 27550. Telex No. 53178.)
R. Wood.

YORKSHIRE AND LINCOLNSHIRE REGION. Pearl Chambers, East Parade Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. Telex No. 55265.)
E. Atherton

EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. TATe 4355. Telex No. 25991.)
D. A. Wilson, C.B.E.

LONDON AND SOUTH EASTERN REGION. Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. TATe 4355.
Barry Kay, C.B.E. Telex No. 25991.)

SOUTH WESTERN REGION. Government Buildings, Burghill Road, Westbury-on-Trym, Bristol. (Tel. Bristol 62-2851. Code: OBR 2. 62-2851. Telex No. 44214.)
M. Weber.

WALES. Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

MIDLAND REGION. Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221.
P. J. L. Homan. Telex No. 33702.)

NORTH WESTERN REGION. 76 Newton Street, Manchester. (Tel. Manchester Central 2171. Code: 061. CEN 2171.
R. J. Forbes, C.B.E. Telex No. 66104.)

SCOTLAND. 40 George Street, Glasgow, C.1. (Tel. Glasgow Bell 4455. Code: 041. BEL 4455. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 31998. Code OIN 3. 31998.)
C. J. A. Whitehouse, O.B.E.

NORTHERN IRELAND. Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. CITy 5757, Ext. 463).

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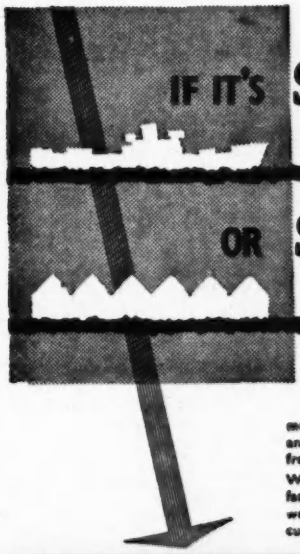

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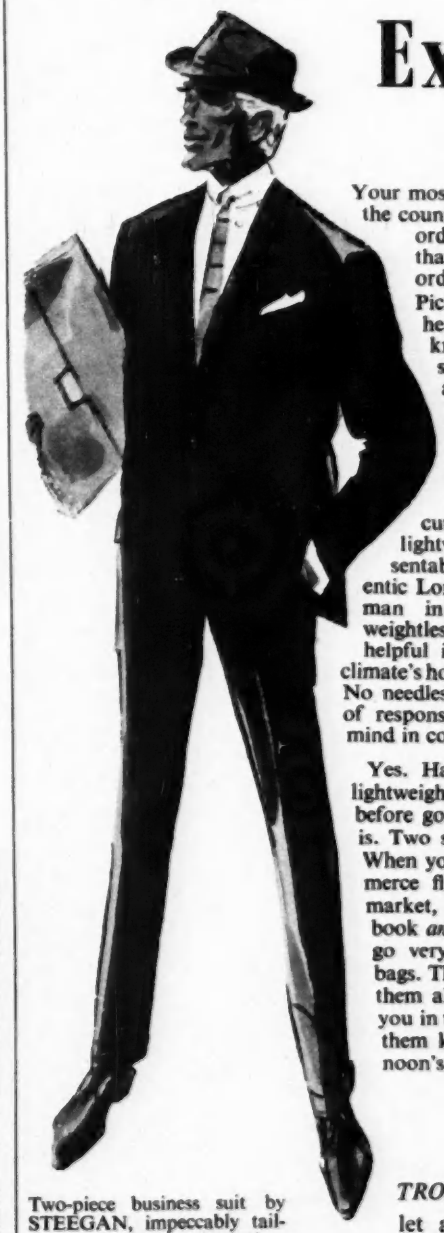

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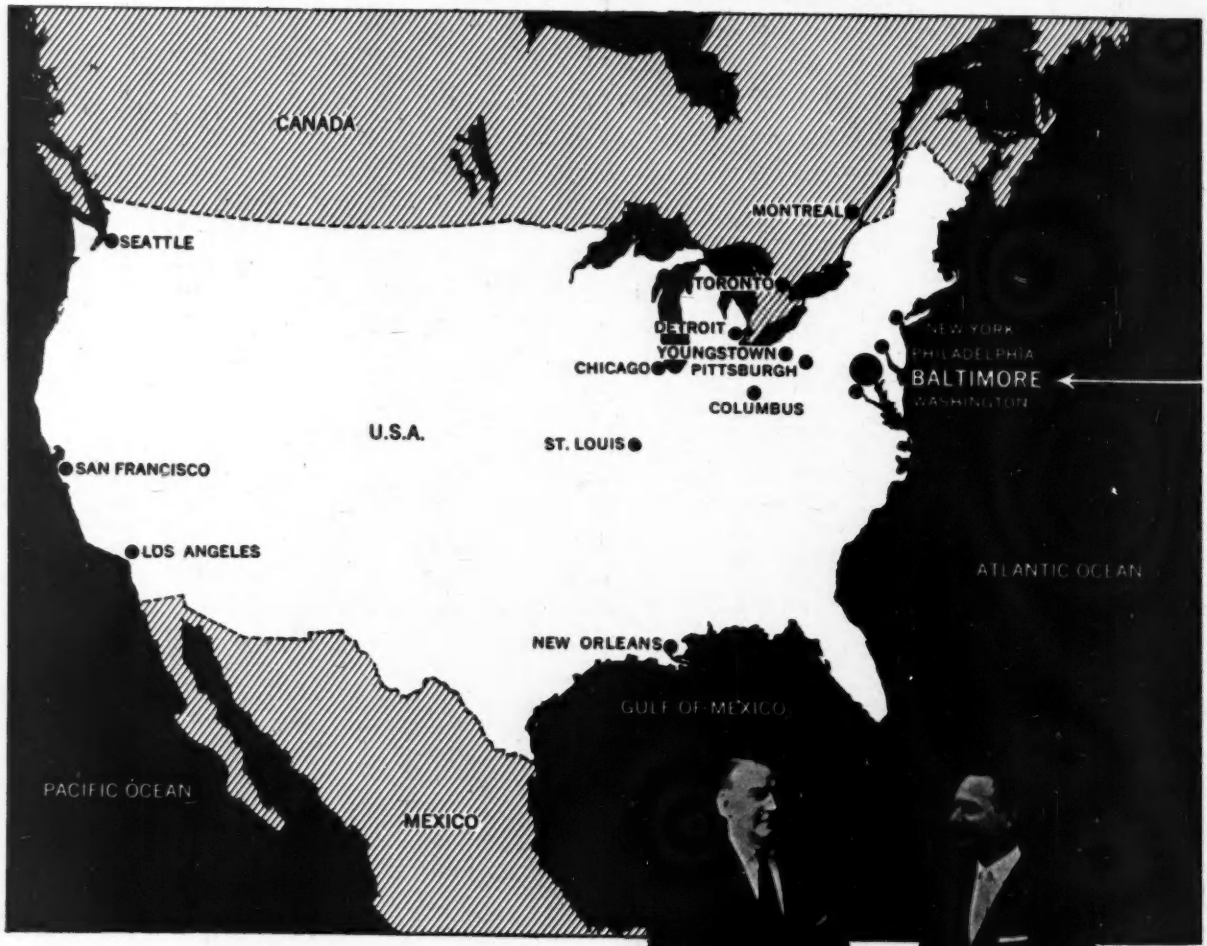

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